

# Local Market Update for September 2021



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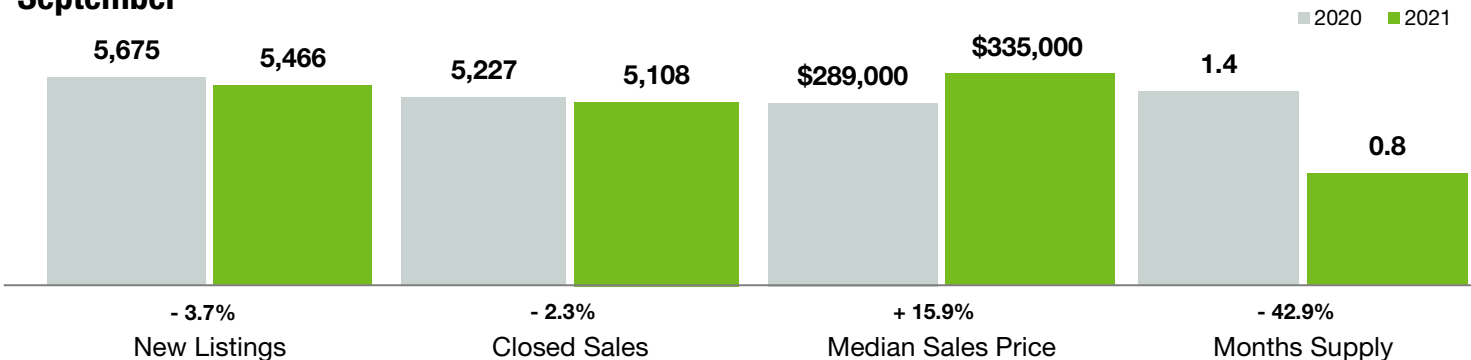
## Charlotte Region

Includes Alexander, Anson, Cabarrus, Catawba, Cleveland, Gaston, Iredell, Lincoln, Mecklenburg, Rowan, Stanly and Union Counties in North Carolina and Chester, Chesterfield, Lancaster and York Counties in South Carolina

| Key Metrics                              | September |           |                | Year to Date |             |                |
|--|-----------|-----------|----------------|--------------|-------------|----------------|
|  | 2020      | 2021      | Percent Change | Thru 9-2020  | Thru 9-2021 | Percent Change |
| New Listings                             | 5,675     | 5,466     | - 3.7%         | 47,835       | 50,337      | + 5.2%         |
| Pending Sales                            | 5,084     | 5,283     | + 3.9%         | 43,924       | 46,716      | + 6.4%         |
| Closed Sales                             | 5,227     | 5,108     | - 2.3%         | 39,871       | 44,115      | + 10.6%        |
| Median Sales Price*                      | \$289,000 | \$335,000 | + 15.9%        | \$277,500    | \$320,000   | + 15.3%        |
| Average Sales Price*                     | \$348,085 | \$388,917 | + 11.7%        | \$328,968    | \$382,257   | + 16.2%        |
| Percent of Original List Price Received* | 98.6%     | 101.0%    | + 2.4%         | 97.7%        | 101.0%      | + 3.4%         |
| List to Close                            | 84        | 68        | - 19.0%        | 91           | 73          | - 19.8%        |
| Days on Market Until Sale                | 30        | 16        | - 46.7%        | 39           | 19          | - 51.3%        |
| Cumulative Days on Market Until Sale     | 34        | 15        | - 55.9%        | 45           | 20          | - 55.6%        |
| Average List Price                       | \$361,656 | \$408,619 | + 13.0%        | \$355,772    | \$397,790   | + 11.8%        |
| Inventory of Homes for Sale              | 6,515     | 4,103     | - 37.0%        | --           | --          | --             |
| Months Supply of Inventory               | 1.4       | 0.8       | - 42.9%        | --           | --          | --             |

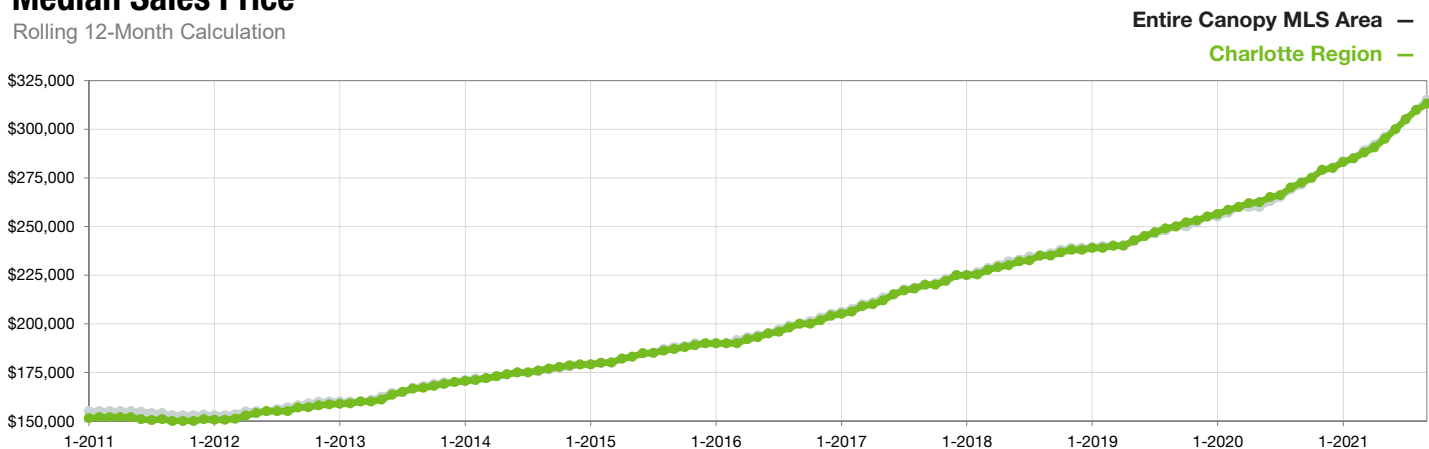
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### September



### Median Sales Price

Rolling 12-Month Calculation



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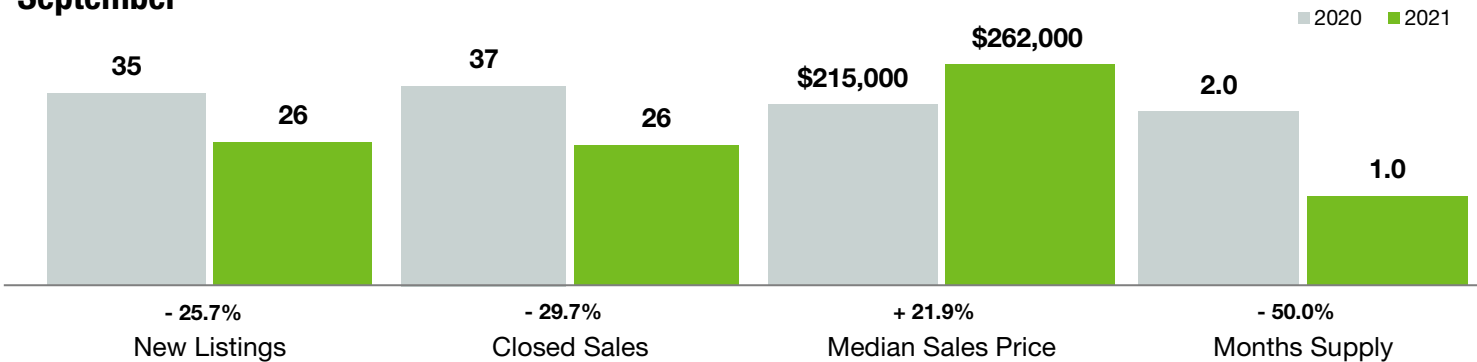
## Alexander County

North Carolina

| Key Metrics                              | September |           |                | Year to Date |             |                |
|--|-----------|-----------|----------------|--------------|-------------|----------------|
|  | 2020      | 2021      | Percent Change | Thru 9-2020  | Thru 9-2021 | Percent Change |
| New Listings                             | 35        | 26        | - 25.7%        | 282          | 315         | + 11.7%        |
| Pending Sales                            | 25        | 30        | + 20.0%        | 258          | 294         | + 14.0%        |
| Closed Sales                             | 37        | 26        | - 29.7%        | 242          | 263         | + 8.7%         |
| Median Sales Price*                      | \$215,000 | \$262,000 | + 21.9%        | \$175,000    | \$217,000   | + 24.0%        |
| Average Sales Price*                     | \$254,776 | \$298,715 | + 17.2%        | \$233,121    | \$256,535   | + 10.0%        |
| Percent of Original List Price Received* | 99.2%     | 95.9%     | - 3.3%         | 96.5%        | 98.4%       | + 2.0%         |
| List to Close                            | 83        | 65        | - 21.7%        | 105          | 70          | - 33.3%        |
| Days on Market Until Sale                | 30        | 16        | - 46.7%        | 55           | 23          | - 58.2%        |
| Cumulative Days on Market Until Sale     | 36        | 26        | - 27.8%        | 67           | 25          | - 62.7%        |
| Average List Price                       | \$295,374 | \$416,065 | + 40.9%        | \$258,096    | \$284,702   | + 10.3%        |
| Inventory of Homes for Sale              | 54        | 32        | - 40.7%        | --           | --          | --             |
| Months Supply of Inventory               | 2.0       | 1.0       | - 50.0%        | --           | --          | --             |

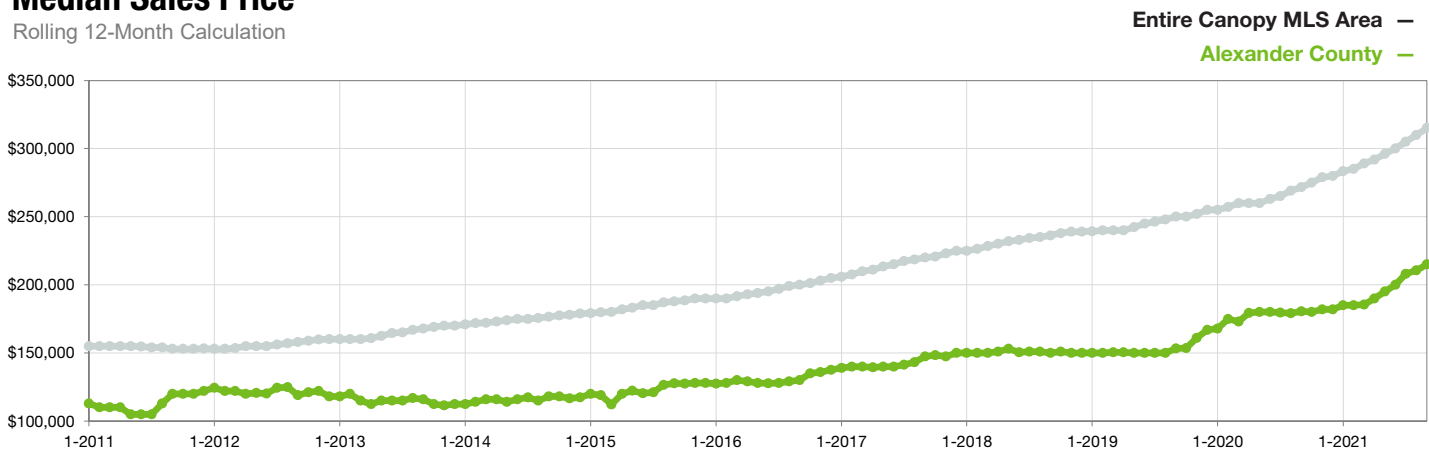
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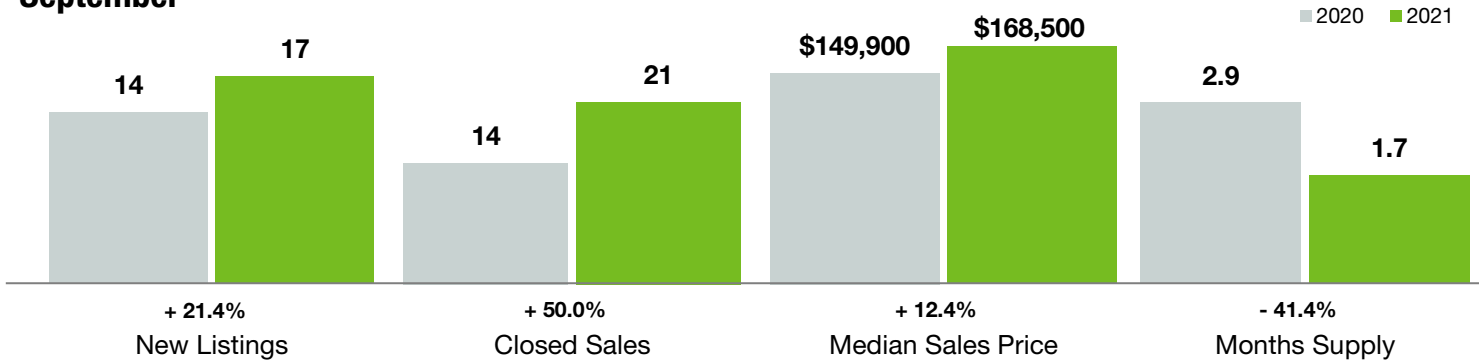
## Anson County

North Carolina

| Key Metrics                              | September |           |                | Year to Date |             |                |
|--|-----------|-----------|----------------|--------------|-------------|----------------|
|  | 2020      | 2021      | Percent Change | Thru 9-2020  | Thru 9-2021 | Percent Change |
| New Listings                             | 14        | 17        | + 21.4%        | 103          | 164         | + 59.2%        |
| Pending Sales                            | 11        | 14        | + 27.3%        | 106          | 141         | + 33.0%        |
| Closed Sales                             | 14        | 21        | + 50.0%        | 101          | 132         | + 30.7%        |
| Median Sales Price*                      | \$149,900 | \$168,500 | + 12.4%        | \$119,900    | \$140,000   | + 16.8%        |
| Average Sales Price*                     | \$157,814 | \$182,245 | + 15.5%        | \$125,446    | \$165,464   | + 31.9%        |
| Percent of Original List Price Received* | 94.0%     | 99.5%     | + 5.9%         | 91.1%        | 94.9%       | + 4.2%         |
| List to Close                            | 127       | 78        | - 38.6%        | 158          | 96          | - 39.2%        |
| Days on Market Until Sale                | 71        | 29        | - 59.2%        | 101          | 38          | - 62.4%        |
| Cumulative Days on Market Until Sale     | 72        | 34        | - 52.8%        | 111          | 39          | - 64.9%        |
| Average List Price                       | \$174,264 | \$164,153 | - 5.8%         | \$161,456    | \$158,065   | - 2.1%         |
| Inventory of Homes for Sale              | 33        | 26        | - 21.2%        | --           | --          | --             |
| Months Supply of Inventory               | 2.9       | 1.7       | - 41.4%        | --           | --          | --             |

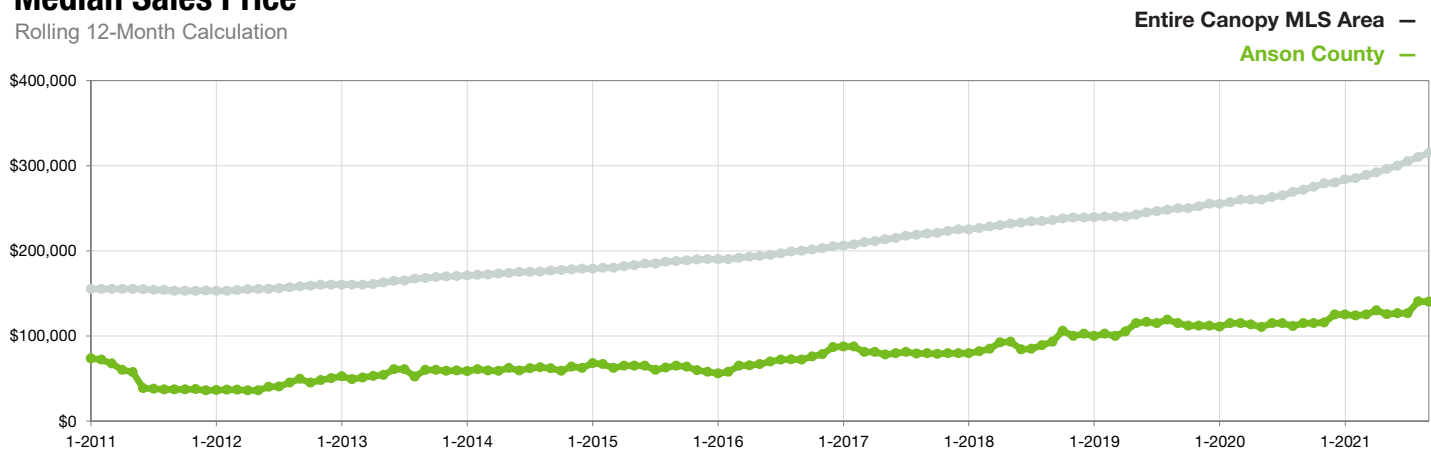
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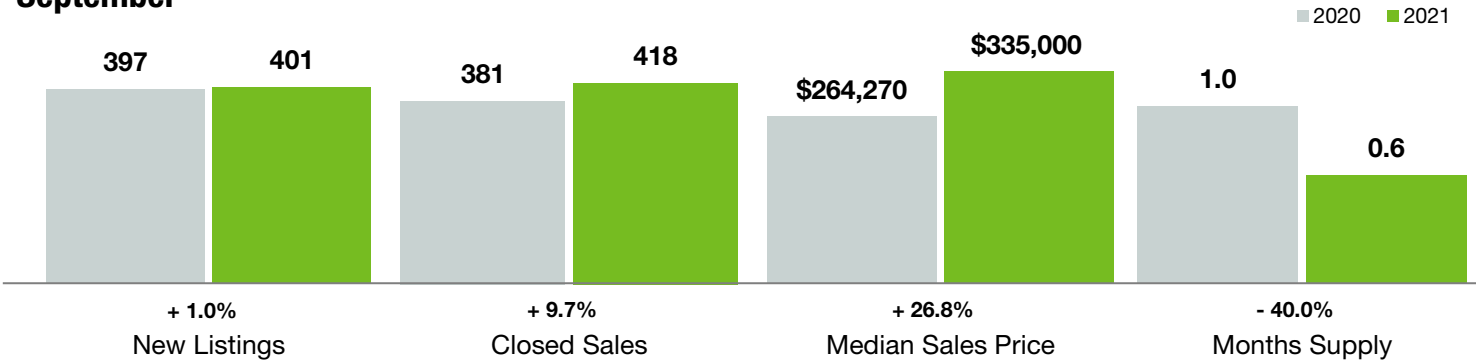
## Cabarrus County

North Carolina

| Key Metrics                              | September |           |                | Year to Date |             |                |
|--|-----------|-----------|----------------|--------------|-------------|----------------|
|  | 2020      | 2021      | Percent Change | Thru 9-2020  | Thru 9-2021 | Percent Change |
| New Listings                             | 397       | 401       | + 1.0%         | 3,575        | 3,722       | + 4.1%         |
| Pending Sales                            | 401       | 389       | - 3.0%         | 3,283        | 3,466       | + 5.6%         |
| Closed Sales                             | 381       | 418       | + 9.7%         | 3,036        | 3,230       | + 6.4%         |
| Median Sales Price*                      | \$264,270 | \$335,000 | + 26.8%        | \$265,000    | \$310,500   | + 17.2%        |
| Average Sales Price*                     | \$289,226 | \$356,597 | + 23.3%        | \$283,981    | \$335,197   | + 18.0%        |
| Percent of Original List Price Received* | 98.6%     | 101.4%    | + 2.8%         | 97.8%        | 101.3%      | + 3.6%         |
| List to Close                            | 70        | 62        | - 11.4%        | 85           | 61          | - 28.2%        |
| Days on Market Until Sale                | 21        | 14        | - 33.3%        | 35           | 15          | - 57.1%        |
| Cumulative Days on Market Until Sale     | 24        | 13        | - 45.8%        | 42           | 14          | - 66.7%        |
| Average List Price                       | \$303,706 | \$337,077 | + 11.0%        | \$299,324    | \$340,946   | + 13.9%        |
| Inventory of Homes for Sale              | 338       | 217       | - 35.8%        | --           | --          | --             |
| Months Supply of Inventory               | 1.0       | 0.6       | - 40.0%        | --           | --          | --             |

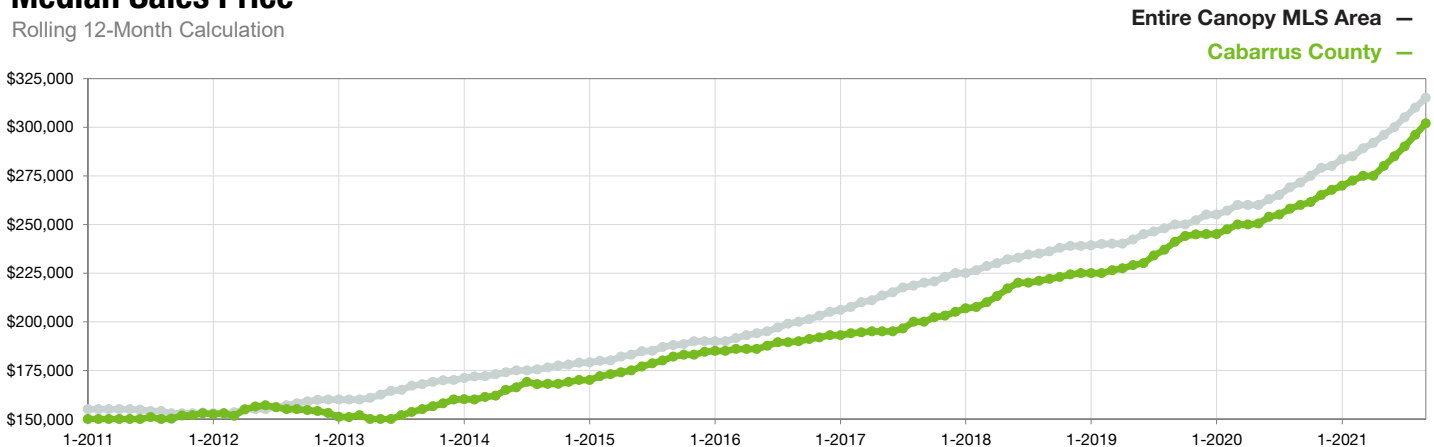
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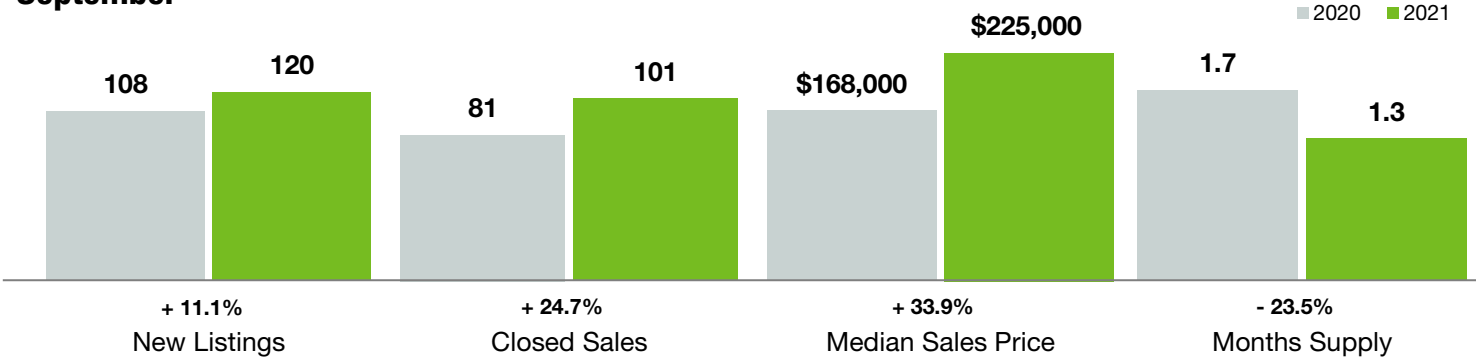
## Cleveland County

North Carolina

| Key Metrics                              | September |           |                | Year to Date |             |                |
|--|-----------|-----------|----------------|--------------|-------------|----------------|
|  | 2020      | 2021      | Percent Change | Thru 9-2020  | Thru 9-2021 | Percent Change |
| New Listings                             | 108       | 120       | + 11.1%        | 777          | 1,018       | + 31.0%        |
| Pending Sales                            | 83        | 111       | + 33.7%        | 695          | 906         | + 30.4%        |
| Closed Sales                             | 81        | 101       | + 24.7%        | 602          | 814         | + 35.2%        |
| Median Sales Price*                      | \$168,000 | \$225,000 | + 33.9%        | \$159,900    | \$199,500   | + 24.8%        |
| Average Sales Price*                     | \$177,999 | \$228,495 | + 28.4%        | \$186,868    | \$220,445   | + 18.0%        |
| Percent of Original List Price Received* | 98.7%     | 99.4%     | + 0.7%         | 95.8%        | 98.2%       | + 2.5%         |
| List to Close                            | 95        | 81        | - 14.7%        | 94           | 75          | - 20.2%        |
| Days on Market Until Sale                | 38        | 15        | - 60.5%        | 45           | 20          | - 55.6%        |
| Cumulative Days on Market Until Sale     | 42        | 18        | - 57.1%        | 50           | 22          | - 56.0%        |
| Average List Price                       | \$227,098 | \$263,912 | + 16.2%        | \$197,959    | \$245,143   | + 23.8%        |
| Inventory of Homes for Sale              | 120       | 124       | + 3.3%         | --           | --          | --             |
| Months Supply of Inventory               | 1.7       | 1.3       | - 23.5%        | --           | --          | --             |

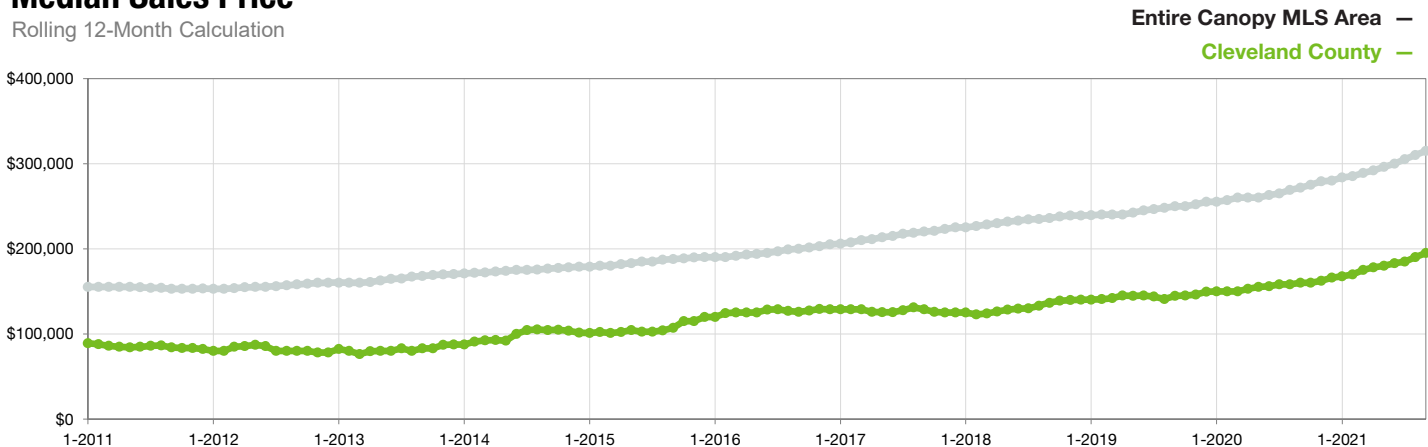
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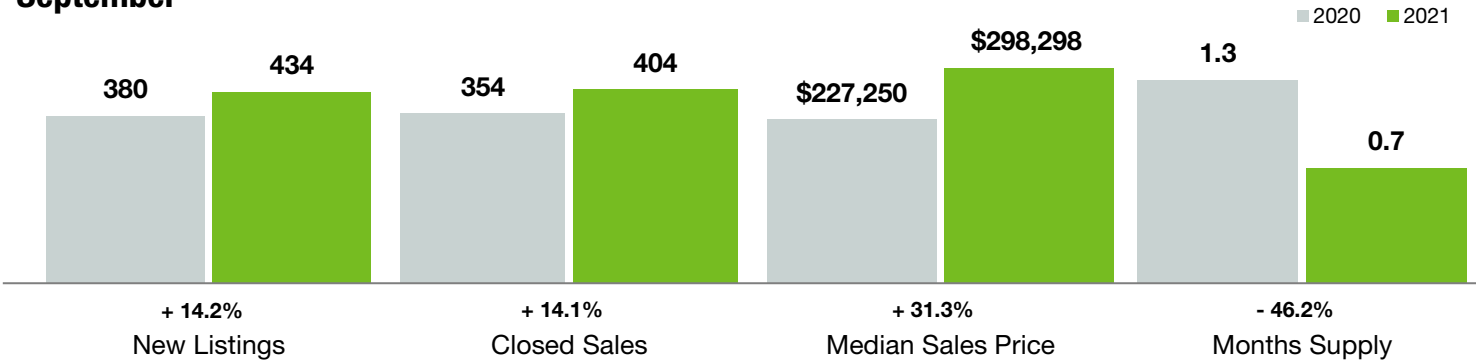
## Gaston County

North Carolina

| Key Metrics                              | September |           |                | Year to Date |             |                |
|--|-----------|-----------|----------------|--------------|-------------|----------------|
|  | 2020      | 2021      | Percent Change | Thru 9-2020  | Thru 9-2021 | Percent Change |
| New Listings                             | 380       | 434       | + 14.2%        | 3,280        | 3,747       | + 14.2%        |
| Pending Sales                            | 344       | 433       | + 25.9%        | 3,082        | 3,490       | + 13.2%        |
| Closed Sales                             | 354       | 404       | + 14.1%        | 2,883        | 3,304       | + 14.6%        |
| Median Sales Price*                      | \$227,250 | \$298,298 | + 31.3%        | \$214,675    | \$254,000   | + 18.3%        |
| Average Sales Price*                     | \$253,593 | \$315,282 | + 24.3%        | \$240,050    | \$279,100   | + 16.3%        |
| Percent of Original List Price Received* | 98.1%     | 101.0%    | + 3.0%         | 97.3%        | 100.8%      | + 3.6%         |
| List to Close                            | 86        | 72        | - 16.3%        | 93           | 79          | - 15.1%        |
| Days on Market Until Sale                | 32        | 18        | - 43.8%        | 38           | 19          | - 50.0%        |
| Cumulative Days on Market Until Sale     | 36        | 18        | - 50.0%        | 42           | 19          | - 54.8%        |
| Average List Price                       | \$260,912 | \$293,746 | + 12.6%        | \$244,835    | \$280,345   | + 14.5%        |
| Inventory of Homes for Sale              | 427       | 280       | - 34.4%        | --           | --          | --             |
| Months Supply of Inventory               | 1.3       | 0.7       | - 46.2%        | --           | --          | --             |

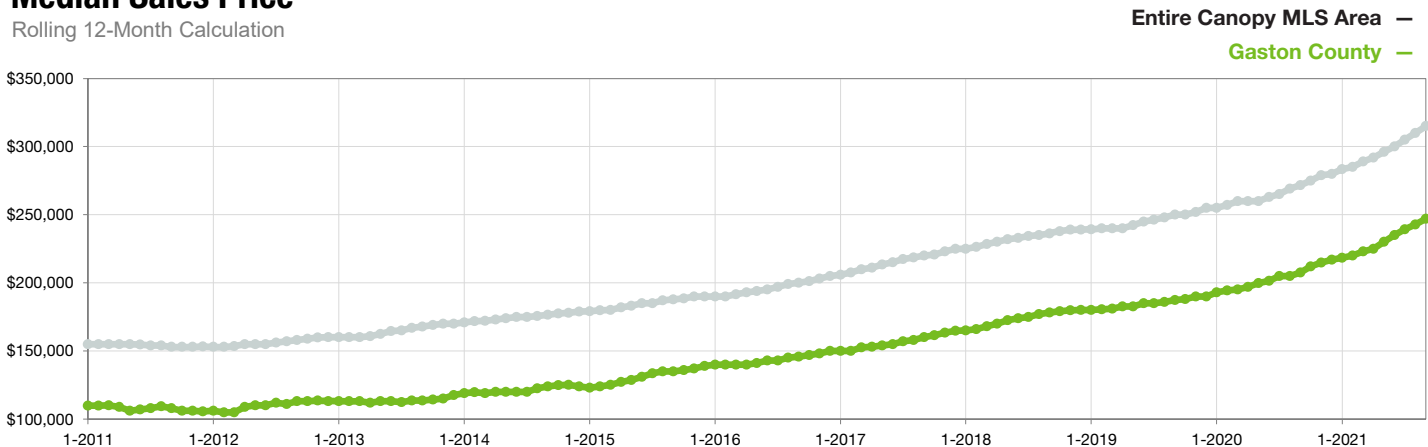
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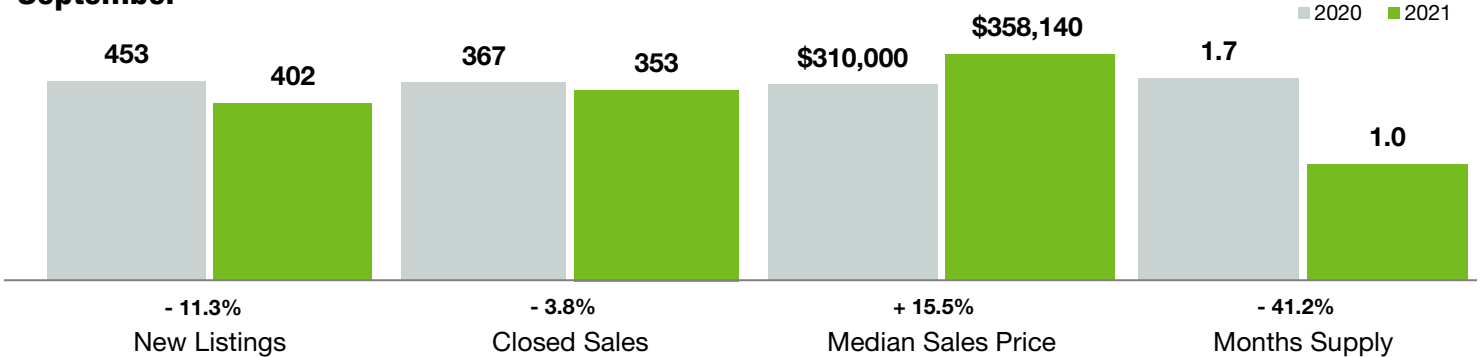
## Iredell County

North Carolina

| Key Metrics                              | September |           |                | Year to Date |             |                |
|--|-----------|-----------|----------------|--------------|-------------|----------------|
|  | 2020      | 2021      | Percent Change | Thru 9-2020  | Thru 9-2021 | Percent Change |
| New Listings                             | 453       | 402       | - 11.3%        | 3,356        | 3,544       | + 5.6%         |
| Pending Sales                            | 351       | 408       | + 16.2%        | 3,101        | 3,298       | + 6.4%         |
| Closed Sales                             | 367       | 353       | - 3.8%         | 2,803        | 3,178       | + 13.4%        |
| Median Sales Price*                      | \$310,000 | \$358,140 | + 15.5%        | \$290,000    | \$333,760   | + 15.1%        |
| Average Sales Price*                     | \$401,709 | \$440,784 | + 9.7%         | \$364,914    | \$411,461   | + 12.8%        |
| Percent of Original List Price Received* | 98.0%     | 100.7%    | + 2.8%         | 97.3%        | 100.8%      | + 3.6%         |
| List to Close                            | 102       | 60        | - 41.2%        | 101          | 75          | - 25.7%        |
| Days on Market Until Sale                | 47        | 14        | - 70.2%        | 50           | 22          | - 56.0%        |
| Cumulative Days on Market Until Sale     | 51        | 13        | - 74.5%        | 56           | 21          | - 62.5%        |
| Average List Price                       | \$415,820 | \$465,858 | + 12.0%        | \$400,015    | \$445,448   | + 11.4%        |
| Inventory of Homes for Sale              | 537       | 337       | - 37.2%        | --           | --          | --             |
| Months Supply of Inventory               | 1.7       | 1.0       | - 41.2%        | --           | --          | --             |

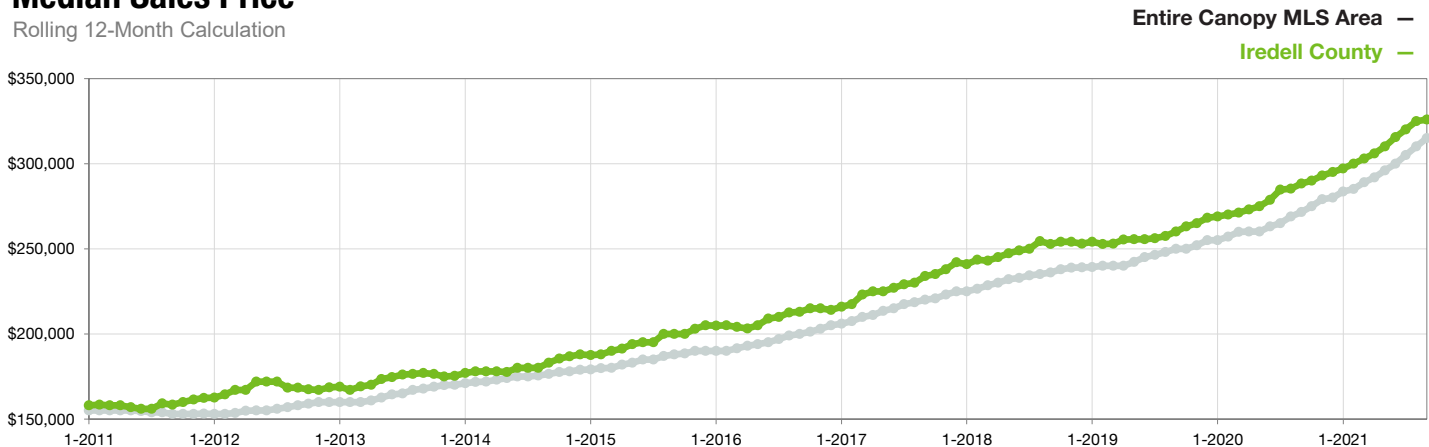
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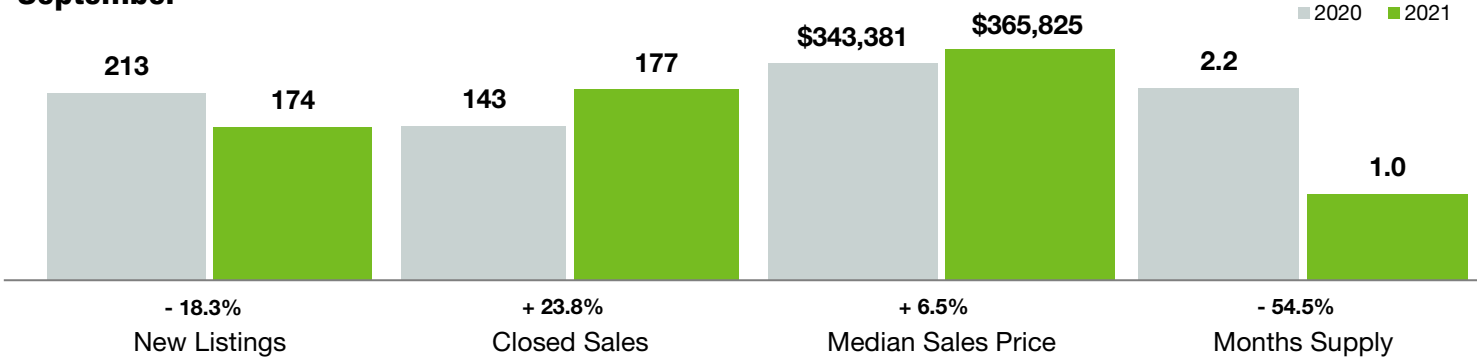
## Lincoln County

North Carolina

| Key Metrics                              | September |           |                | Year to Date |             |                |
|--|-----------|-----------|----------------|--------------|-------------|----------------|
|  | 2020      | 2021      | Percent Change | Thru 9-2020  | Thru 9-2021 | Percent Change |
| New Listings                             | 213       | 174       | - 18.3%        | 1,512        | 1,590       | + 5.2%         |
| Pending Sales                            | 193       | 190       | - 1.6%         | 1,335        | 1,544       | + 15.7%        |
| Closed Sales                             | 143       | 177       | + 23.8%        | 1,118        | 1,388       | + 24.2%        |
| Median Sales Price*                      | \$343,381 | \$365,825 | + 6.5%         | \$300,000    | \$335,279   | + 11.8%        |
| Average Sales Price*                     | \$410,216 | \$390,734 | - 4.7%         | \$343,940    | \$378,954   | + 10.2%        |
| Percent of Original List Price Received* | 97.6%     | 101.2%    | + 3.7%         | 96.8%        | 100.3%      | + 3.6%         |
| List to Close                            | 122       | 89        | - 27.0%        | 112          | 88          | - 21.4%        |
| Days on Market Until Sale                | 67        | 23        | - 65.7%        | 61           | 28          | - 54.1%        |
| Cumulative Days on Market Until Sale     | 84        | 20        | - 76.2%        | 72           | 29          | - 59.7%        |
| Average List Price                       | \$351,371 | \$409,069 | + 16.4%        | \$356,355    | \$408,214   | + 14.6%        |
| Inventory of Homes for Sale              | 299       | 161       | - 46.2%        | --           | --          | --             |
| Months Supply of Inventory               | 2.2       | 1.0       | - 54.5%        | --           | --          | --             |

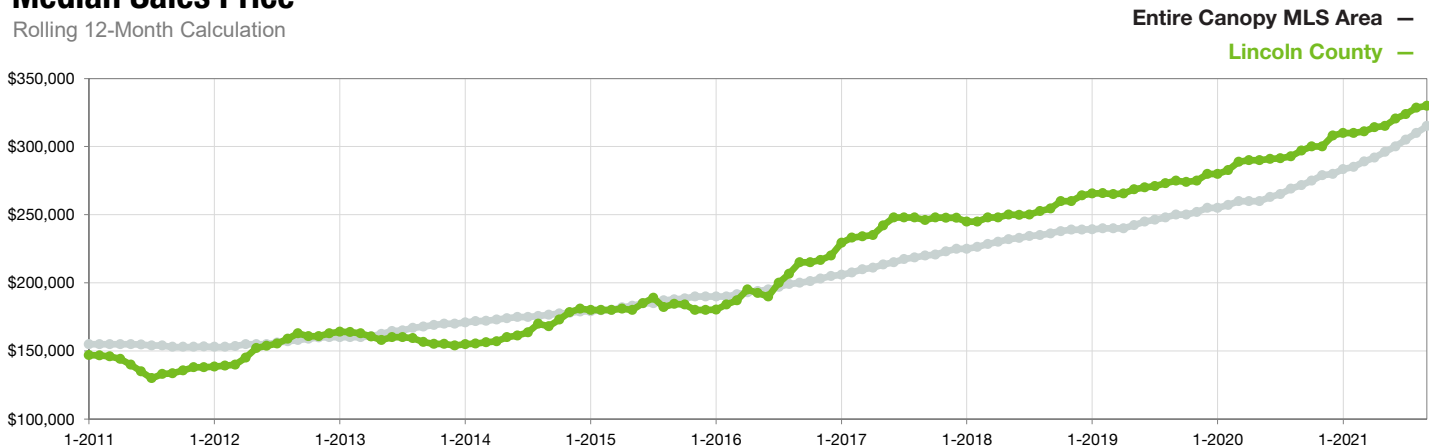
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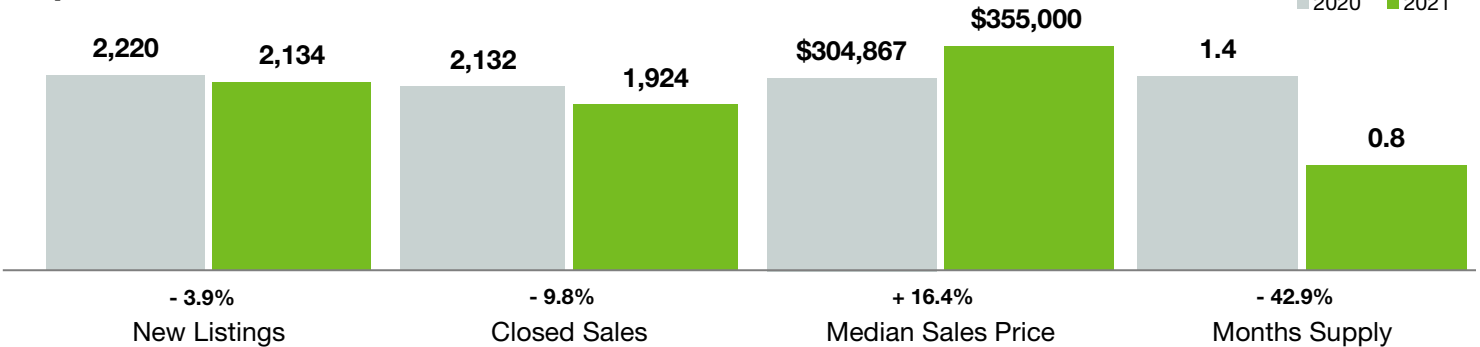
## Mecklenburg County

North Carolina

| Key Metrics                              | September |           |                | Year to Date |             |                |
|--|-----------|-----------|----------------|--------------|-------------|----------------|
|  | 2020      | 2021      | Percent Change | Thru 9-2020  | Thru 9-2021 | Percent Change |
| New Listings                             | 2,220     | 2,134     | - 3.9%         | 19,397       | 19,645      | + 1.3%         |
| Pending Sales                            | 1,951     | 2,030     | + 4.0%         | 17,547       | 18,331      | + 4.5%         |
| Closed Sales                             | 2,132     | 1,924     | - 9.8%         | 16,069       | 17,362      | + 8.0%         |
| Median Sales Price*                      | \$304,867 | \$355,000 | + 16.4%        | \$295,500    | \$349,000   | + 18.1%        |
| Average Sales Price*                     | \$387,219 | \$427,328 | + 10.4%        | \$369,196    | \$436,810   | + 18.3%        |
| Percent of Original List Price Received* | 98.9%     | 101.4%    | + 2.5%         | 98.2%        | 101.4%      | + 3.3%         |
| List to Close                            | 78        | 69        | - 11.5%        | 87           | 73          | - 16.1%        |
| Days on Market Until Sale                | 24        | 15        | - 37.5%        | 33           | 19          | - 42.4%        |
| Cumulative Days on Market Until Sale     | 27        | 15        | - 44.4%        | 38           | 20          | - 47.4%        |
| Average List Price                       | \$406,223 | \$448,511 | + 10.4%        | \$405,651    | \$454,821   | + 12.1%        |
| Inventory of Homes for Sale              | 2,624     | 1,522     | - 42.0%        | --           | --          | --             |
| Months Supply of Inventory               | 1.4       | 0.8       | - 42.9%        | --           | --          | --             |

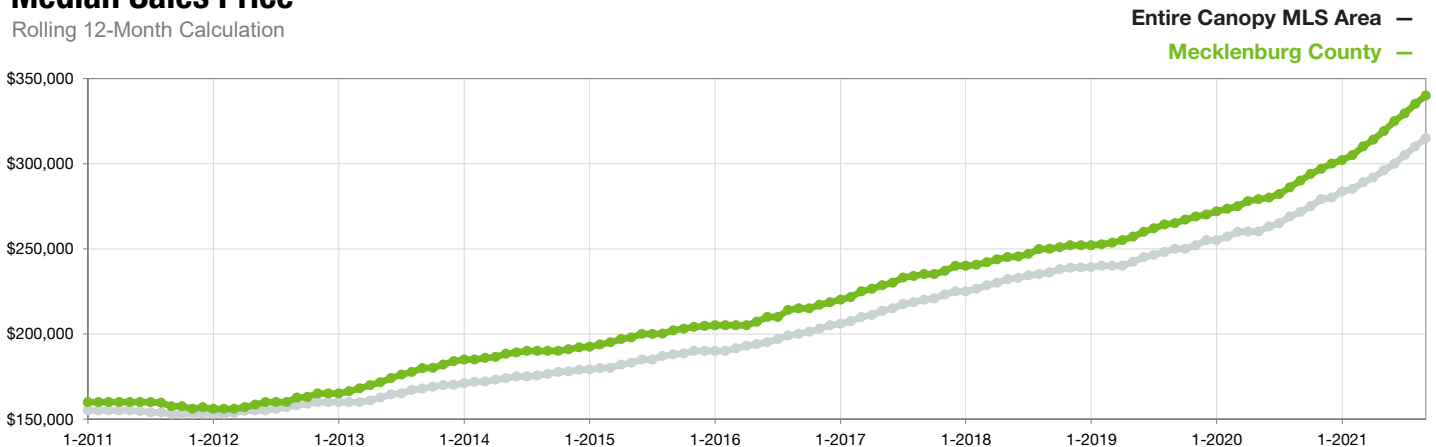
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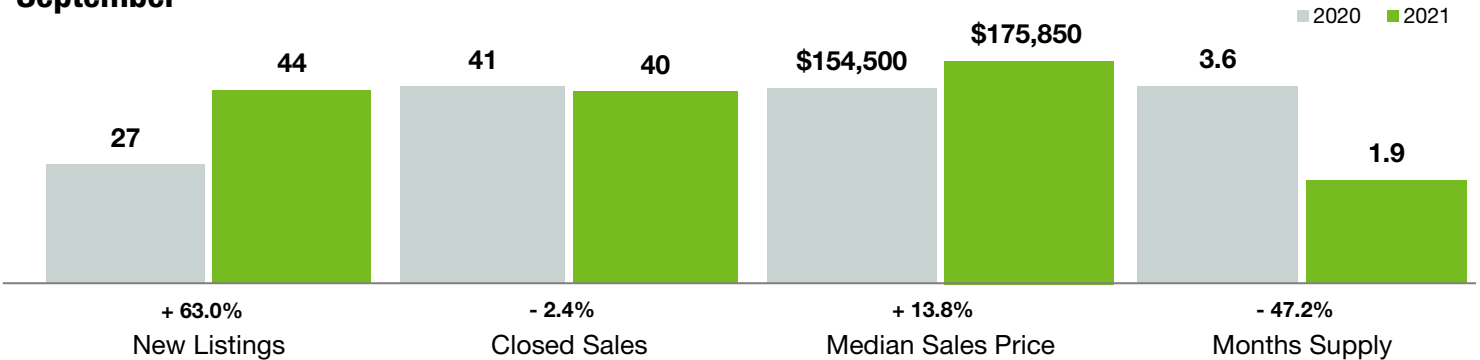
## Montgomery County

North Carolina

| Key Metrics                              | September |           |                | Year to Date |             |                |
|--|-----------|-----------|----------------|--------------|-------------|----------------|
|  | 2020      | 2021      | Percent Change | Thru 9-2020  | Thru 9-2021 | Percent Change |
| New Listings                             | 27        | 44        | + 63.0%        | 288          | 351         | + 21.9%        |
| Pending Sales                            | 39        | 45        | + 15.4%        | 280          | 326         | + 16.4%        |
| Closed Sales                             | 41        | 40        | - 2.4%         | 261          | 305         | + 16.9%        |
| Median Sales Price*                      | \$154,500 | \$175,850 | + 13.8%        | \$165,000    | \$165,000   | 0.0%           |
| Average Sales Price*                     | \$255,217 | \$372,813 | + 46.1%        | \$251,887    | \$284,710   | + 13.0%        |
| Percent of Original List Price Received* | 91.7%     | 93.8%     | + 2.3%         | 90.6%        | 93.1%       | + 2.8%         |
| List to Close                            | 152       | 97        | - 36.2%        | 155          | 111         | - 28.4%        |
| Days on Market Until Sale                | 111       | 56        | - 49.5%        | 114          | 69          | - 39.5%        |
| Cumulative Days on Market Until Sale     | 119       | 58        | - 51.3%        | 134          | 75          | - 44.0%        |
| Average List Price                       | \$324,558 | \$277,685 | - 14.4%        | \$296,339    | \$319,027   | + 7.7%         |
| Inventory of Homes for Sale              | 102       | 62        | - 39.2%        | --           | --          | --             |
| Months Supply of Inventory               | 3.6       | 1.9       | - 47.2%        | --           | --          | --             |

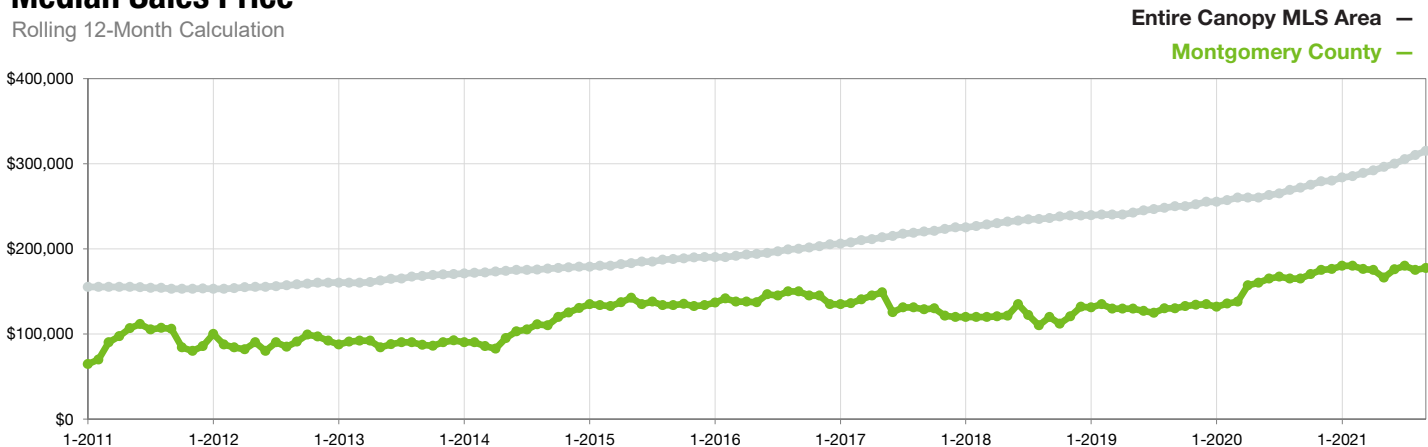
\* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

### September



### Median Sales Price

Rolling 12-Month Calculation



# Local Market Update for September 2021

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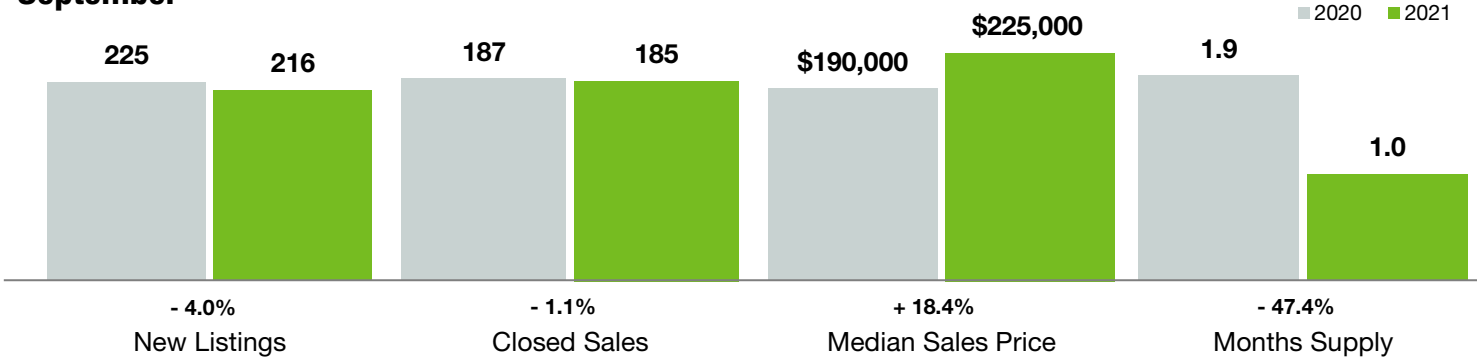
## Rowan County

North Carolina

| Key Metrics                              | September |           |                | Year to Date |             |                |
|--|-----------|-----------|----------------|--------------|-------------|----------------|
|  | 2020      | 2021      | Percent Change | Thru 9-2020  | Thru 9-2021 | Percent Change |
| New Listings                             | 225       | 216       | - 4.0%         | 1,758        | 1,935       | + 10.1%        |
| Pending Sales                            | 198       | 217       | + 9.6%         | 1,578        | 1,767       | + 12.0%        |
| Closed Sales                             | 187       | 185       | - 1.1%         | 1,370        | 1,679       | + 22.6%        |
| Median Sales Price*                      | \$190,000 | \$225,000 | + 18.4%        | \$185,000    | \$219,900   | + 18.9%        |
| Average Sales Price*                     | \$212,235 | \$256,481 | + 20.8%        | \$202,474    | \$242,304   | + 19.7%        |
| Percent of Original List Price Received* | 98.5%     | 99.2%     | + 0.7%         | 96.9%        | 99.0%       | + 2.2%         |
| List to Close                            | 93        | 70        | - 24.7%        | 92           | 74          | - 19.6%        |
| Days on Market Until Sale                | 33        | 17        | - 48.5%        | 40           | 20          | - 50.0%        |
| Cumulative Days on Market Until Sale     | 36        | 18        | - 50.0%        | 45           | 21          | - 53.3%        |
| Average List Price                       | \$224,818 | \$273,456 | + 21.6%        | \$219,772    | \$254,926   | + 16.0%        |
| Inventory of Homes for Sale              | 299       | 182       | - 39.1%        | --           | --          | --             |
| Months Supply of Inventory               | 1.9       | 1.0       | - 47.4%        | --           | --          | --             |

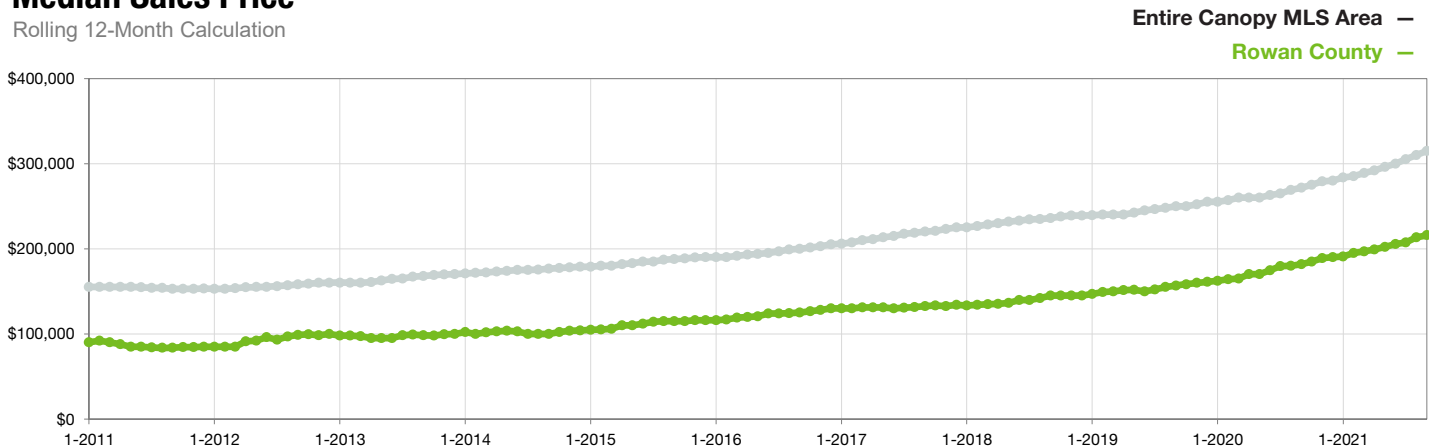
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### September



### Median Sales Price

Rolling 12-Month Calculation



# Local Market Update for September 2021

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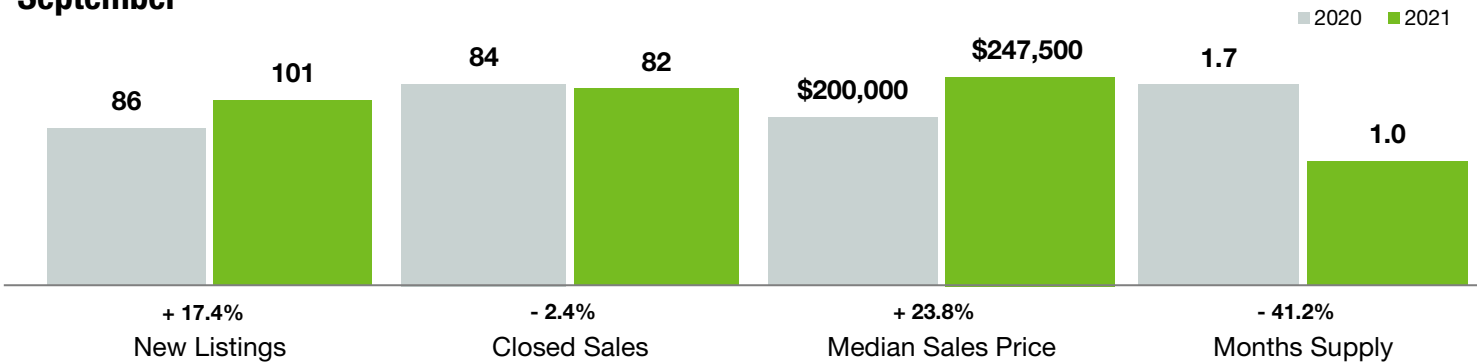
## Stanly County

North Carolina

| Key Metrics                              | September |           |                | Year to Date |             |                |
|--|-----------|-----------|----------------|--------------|-------------|----------------|
|  | 2020      | 2021      | Percent Change | Thru 9-2020  | Thru 9-2021 | Percent Change |
| New Listings                             | 86        | 101       | + 17.4%        | 658          | 813         | + 23.6%        |
| Pending Sales                            | 74        | 107       | + 44.6%        | 625          | 746         | + 19.4%        |
| Closed Sales                             | 84        | 82        | - 2.4%         | 583          | 700         | + 20.1%        |
| Median Sales Price*                      | \$200,000 | \$247,500 | + 23.8%        | \$183,000    | \$215,000   | + 17.5%        |
| Average Sales Price*                     | \$212,774 | \$290,398 | + 36.5%        | \$206,775    | \$250,217   | + 21.0%        |
| Percent of Original List Price Received* | 97.1%     | 98.4%     | + 1.3%         | 95.8%        | 98.7%       | + 3.0%         |
| List to Close                            | 82        | 57        | - 30.5%        | 105          | 70          | - 33.3%        |
| Days on Market Until Sale                | 31        | 13        | - 58.1%        | 50           | 25          | - 50.0%        |
| Cumulative Days on Market Until Sale     | 34        | 18        | - 47.1%        | 61           | 24          | - 60.7%        |
| Average List Price                       | \$232,078 | \$292,821 | + 26.2%        | \$228,249    | \$269,460   | + 18.1%        |
| Inventory of Homes for Sale              | 112       | 81        | - 27.7%        | --           | --          | --             |
| Months Supply of Inventory               | 1.7       | 1.0       | - 41.2%        | --           | --          | --             |

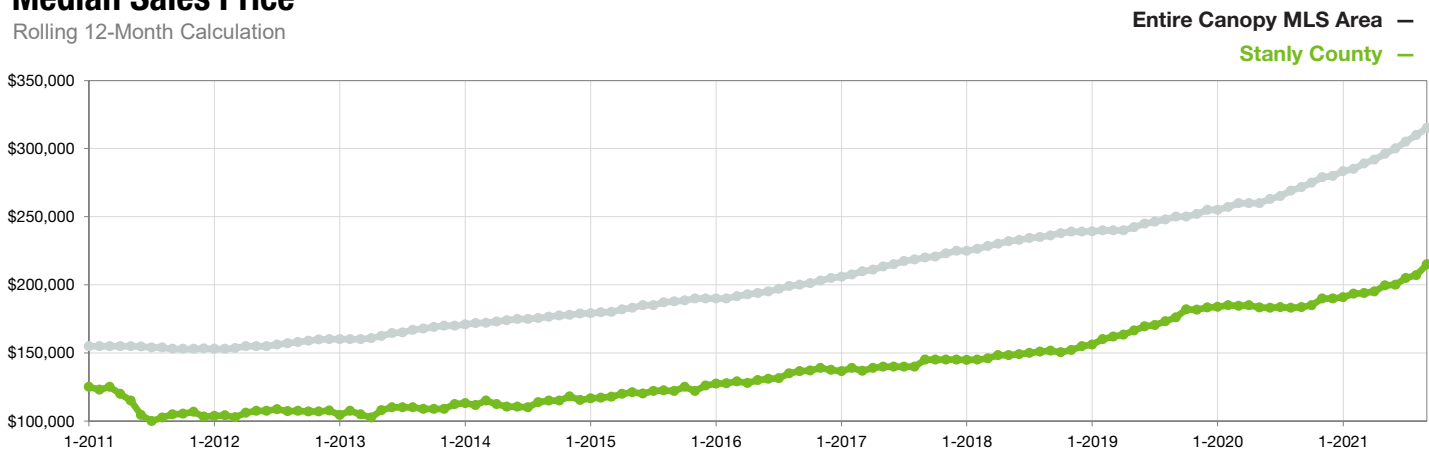
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### September



### Median Sales Price

Rolling 12-Month Calculation



# Local Market Update for September 2021

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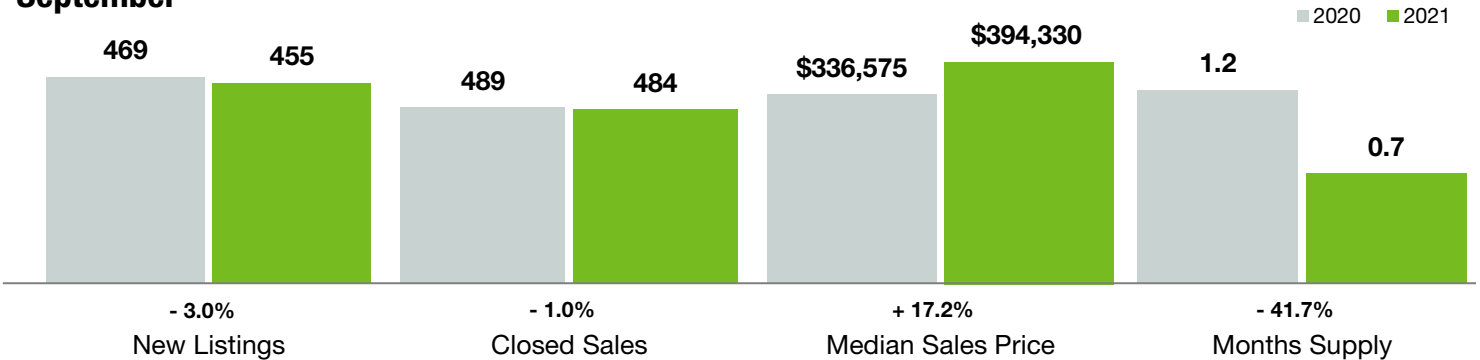
## Union County

North Carolina

| Key Metrics                              | September |           |                | Year to Date |             |                |
|--|-----------|-----------|----------------|--------------|-------------|----------------|
|  | 2020      | 2021      | Percent Change | Thru 9-2020  | Thru 9-2021 | Percent Change |
| New Listings                             | 469       | 455       | - 3.0%         | 4,149        | 4,473       | + 7.8%         |
| Pending Sales                            | 443       | 416       | - 6.1%         | 3,839        | 4,116       | + 7.2%         |
| Closed Sales                             | 489       | 484       | - 1.0%         | 3,510        | 3,763       | + 7.2%         |
| Median Sales Price*                      | \$336,575 | \$394,330 | + 17.2%        | \$330,000    | \$374,900   | + 13.6%        |
| Average Sales Price*                     | \$397,679 | \$473,763 | + 19.1%        | \$384,208    | \$451,650   | + 17.6%        |
| Percent of Original List Price Received* | 99.0%     | 102.1%    | + 3.1%         | 97.9%        | 102.0%      | + 4.2%         |
| List to Close                            | 87        | 64        | - 26.4%        | 90           | 70          | - 22.2%        |
| Days on Market Until Sale                | 31        | 12        | - 61.3%        | 39           | 15          | - 61.5%        |
| Cumulative Days on Market Until Sale     | 35        | 12        | - 65.7%        | 45           | 17          | - 62.2%        |
| Average List Price                       | \$431,006 | \$531,850 | + 23.4%        | \$415,568    | \$467,865   | + 12.6%        |
| Inventory of Homes for Sale              | 492       | 306       | - 37.8%        | --           | --          | --             |
| Months Supply of Inventory               | 1.2       | 0.7       | - 41.7%        | --           | --          | --             |

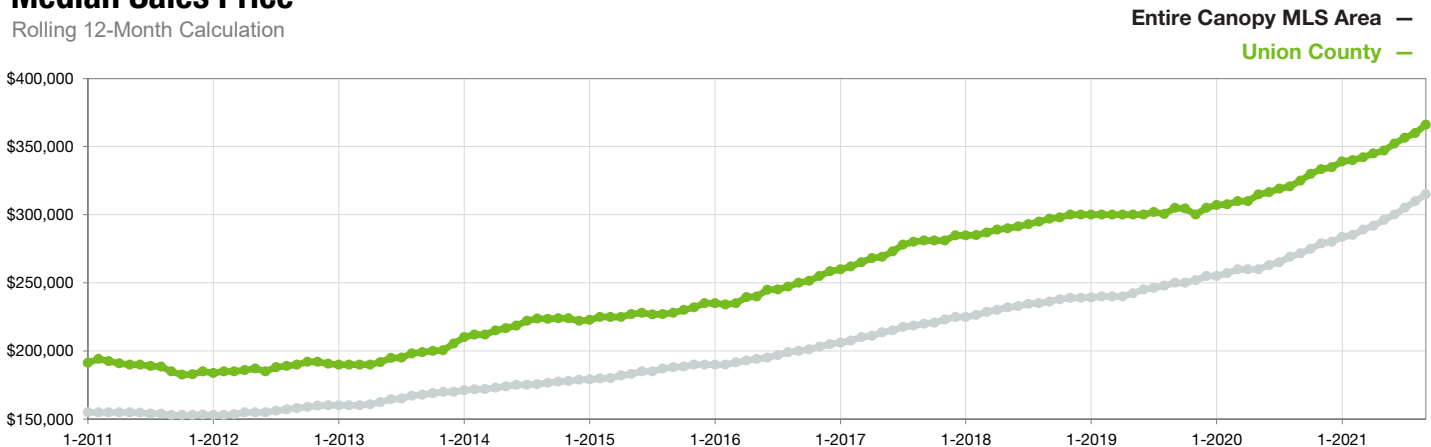
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### September



### Median Sales Price

Rolling 12-Month Calculation



# Local Market Update for September 2021



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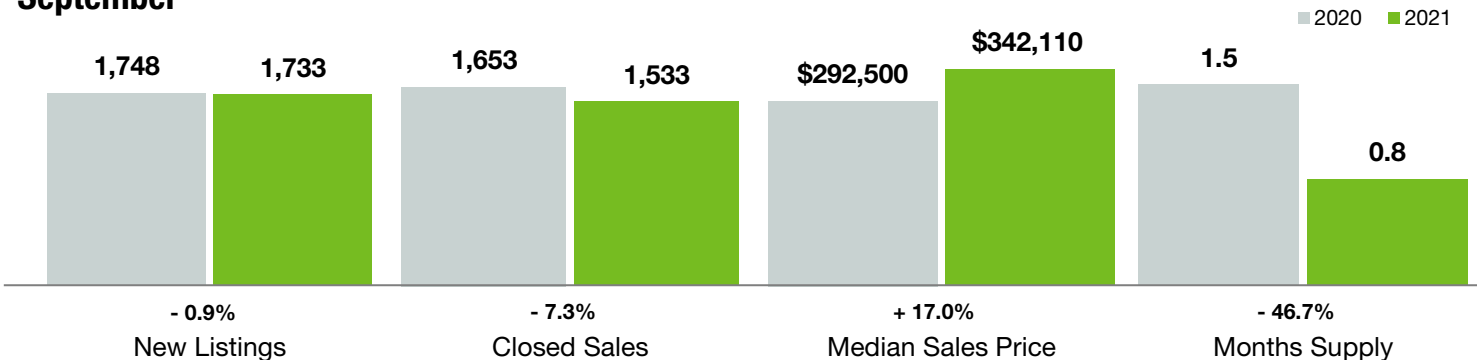
## City of Charlotte

North Carolina

| Key Metrics                              | September |           |                | Year to Date |             |                |
|--|-----------|-----------|----------------|--------------|-------------|----------------|
|  | 2020      | 2021      | Percent Change | Thru 9-2020  | Thru 9-2021 | Percent Change |
| New Listings                             | 1,748     | 1,733     | - 0.9%         | 15,346       | 15,849      | + 3.3%         |
| Pending Sales                            | 1,490     | 1,661     | + 11.5%        | 13,712       | 14,781      | + 7.8%         |
| Closed Sales                             | 1,653     | 1,533     | - 7.3%         | 12,623       | 13,860      | + 9.8%         |
| Median Sales Price*                      | \$292,500 | \$342,110 | + 17.0%        | \$280,850    | \$334,000   | + 18.9%        |
| Average Sales Price*                     | \$372,957 | \$411,495 | + 10.3%        | \$359,421    | \$426,641   | + 18.7%        |
| Percent of Original List Price Received* | 98.9%     | 101.4%    | + 2.5%         | 98.3%        | 101.3%      | + 3.1%         |
| List to Close                            | 77        | 70        | - 9.1%         | 85           | 73          | - 14.1%        |
| Days on Market Until Sale                | 23        | 15        | - 34.8%        | 30           | 19          | - 36.7%        |
| Cumulative Days on Market Until Sale     | 26        | 16        | - 38.5%        | 35           | 21          | - 40.0%        |
| Average List Price                       | \$402,218 | \$431,751 | + 7.3%         | \$398,850    | \$446,716   | + 12.0%        |
| Inventory of Homes for Sale              | 2,124     | 1,228     | - 42.2%        | --           | --          | --             |
| Months Supply of Inventory               | 1.5       | 0.8       | - 46.7%        | --           | --          | --             |

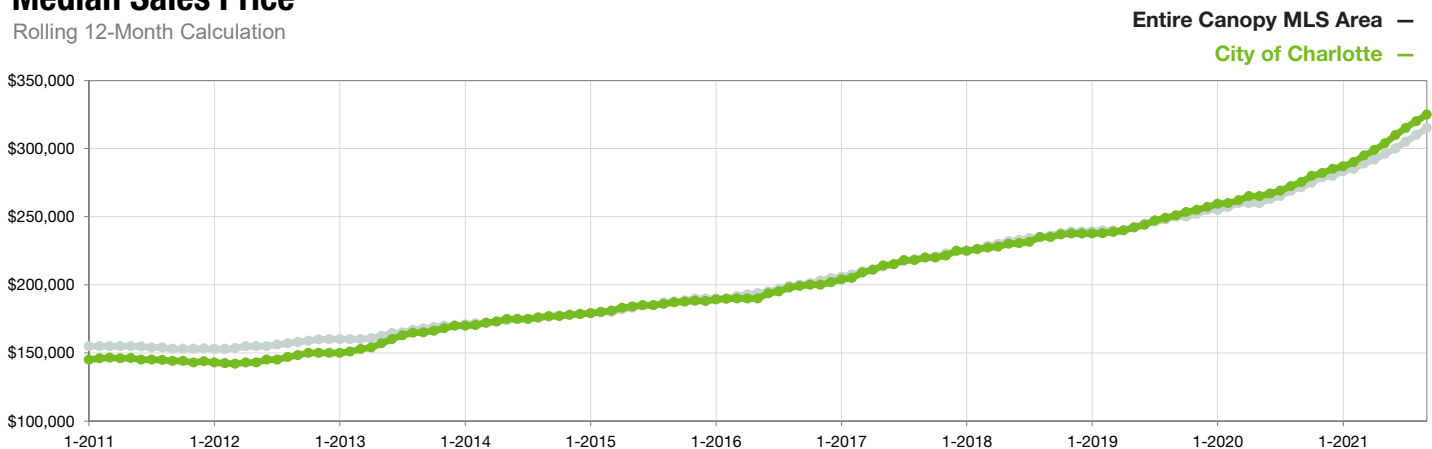
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### September



### Median Sales Price

Rolling 12-Month Calculation



# Local Market Update for September 2021

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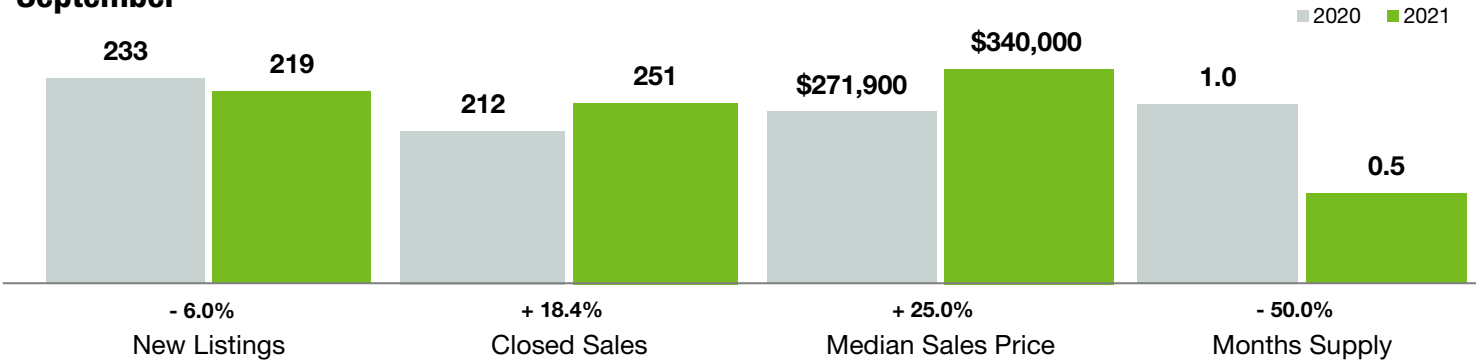
## Concord

North Carolina

| Key Metrics                              | September |           |                | Year to Date |             |                |
|--|-----------|-----------|----------------|--------------|-------------|----------------|
|  | 2020      | 2021      | Percent Change | Thru 9-2020  | Thru 9-2021 | Percent Change |
| New Listings                             | 233       | 219       | - 6.0%         | 2,127        | 2,106       | - 1.0%         |
| Pending Sales                            | 232       | 217       | - 6.5%         | 1,971        | 1,988       | + 0.9%         |
| Closed Sales                             | 212       | 251       | + 18.4%        | 1,811        | 1,885       | + 4.1%         |
| Median Sales Price*                      | \$271,900 | \$340,000 | + 25.0%        | \$266,245    | \$310,000   | + 16.4%        |
| Average Sales Price*                     | \$291,258 | \$358,905 | + 23.2%        | \$286,849    | \$334,070   | + 16.5%        |
| Percent of Original List Price Received* | 99.1%     | 101.8%    | + 2.7%         | 98.1%        | 101.6%      | + 3.6%         |
| List to Close                            | 75        | 63        | - 16.0%        | 87           | 61          | - 29.9%        |
| Days on Market Until Sale                | 21        | 13        | - 38.1%        | 36           | 15          | - 58.3%        |
| Cumulative Days on Market Until Sale     | 20        | 14        | - 30.0%        | 43           | 15          | - 65.1%        |
| Average List Price                       | \$299,734 | \$340,338 | + 13.5%        | \$301,621    | \$339,417   | + 12.5%        |
| Inventory of Homes for Sale              | 204       | 105       | - 48.5%        | --           | --          | --             |
| Months Supply of Inventory               | 1.0       | 0.5       | - 50.0%        | --           | --          | --             |

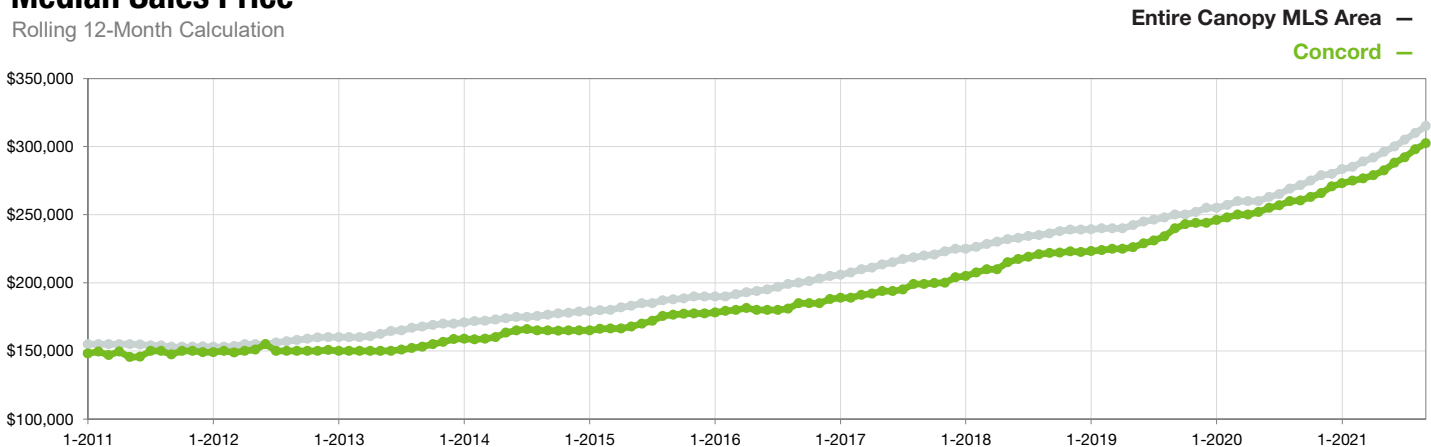
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### September



### Median Sales Price

Rolling 12-Month Calculation



# Local Market Update for September 2021

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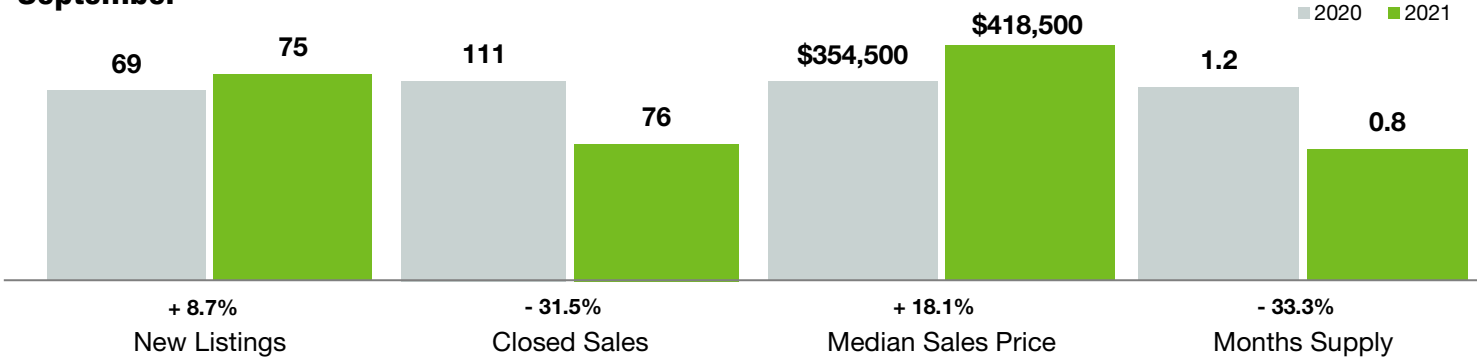
## Cornelius

North Carolina

| Key Metrics                              | September |           |                | Year to Date |             |                |
|--|-----------|-----------|----------------|--------------|-------------|----------------|
|  | 2020      | 2021      | Percent Change | Thru 9-2020  | Thru 9-2021 | Percent Change |
| New Listings                             | 69        | 75        | + 8.7%         | 724          | 720         | - 0.6%         |
| Pending Sales                            | 83        | 65        | - 21.7%        | 695          | 670         | - 3.6%         |
| Closed Sales                             | 111       | 76        | - 31.5%        | 663          | 666         | + 0.5%         |
| Median Sales Price*                      | \$354,500 | \$418,500 | + 18.1%        | \$325,000    | \$395,000   | + 21.5%        |
| Average Sales Price*                     | \$585,058 | \$533,369 | - 8.8%         | \$509,691    | \$618,572   | + 21.4%        |
| Percent of Original List Price Received* | 97.7%     | 99.5%     | + 1.8%         | 97.3%        | 100.5%      | + 3.3%         |
| List to Close                            | 90        | 51        | - 43.3%        | 89           | 62          | - 30.3%        |
| Days on Market Until Sale                | 44        | 14        | - 68.2%        | 43           | 19          | - 55.8%        |
| Cumulative Days on Market Until Sale     | 46        | 14        | - 69.6%        | 53           | 23          | - 56.6%        |
| Average List Price                       | \$623,641 | \$760,372 | + 21.9%        | \$566,865    | \$659,149   | + 16.3%        |
| Inventory of Homes for Sale              | 91        | 62        | - 31.9%        | --           | --          | --             |
| Months Supply of Inventory               | 1.2       | 0.8       | - 33.3%        | --           | --          | --             |

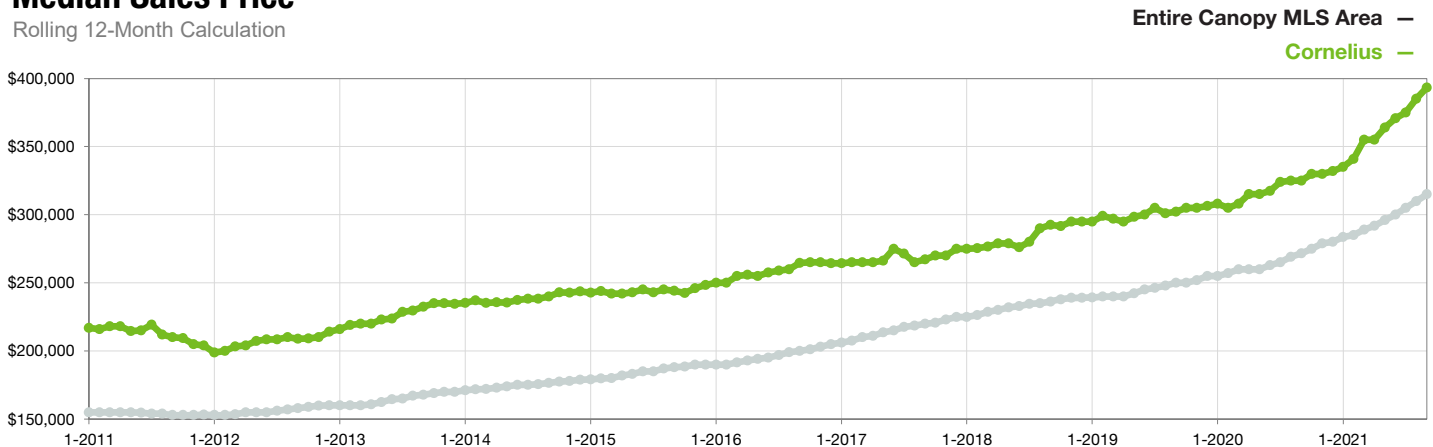
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### September



### Median Sales Price

Rolling 12-Month Calculation





# Local Market Update for September 2021

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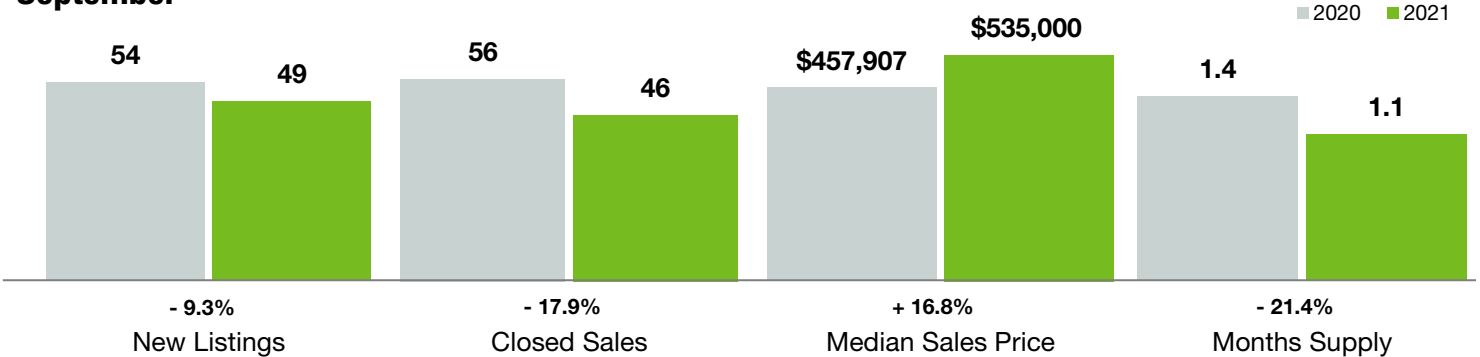
## Davidson

North Carolina

| Key Metrics                              | September |           |                | Year to Date |             |                |
|--|-----------|-----------|----------------|--------------|-------------|----------------|
|  | 2020      | 2021      | Percent Change | Thru 9-2020  | Thru 9-2021 | Percent Change |
| New Listings                             | 54        | 49        | - 9.3%         | 598          | 443         | - 25.9%        |
| Pending Sales                            | 63        | 37        | - 41.3%        | 579          | 408         | - 29.5%        |
| Closed Sales                             | 56        | 46        | - 17.9%        | 500          | 447         | - 10.6%        |
| Median Sales Price*                      | \$457,907 | \$535,000 | + 16.8%        | \$410,000    | \$505,000   | + 23.2%        |
| Average Sales Price*                     | \$508,287 | \$683,443 | + 34.5%        | \$471,034    | \$594,545   | + 26.2%        |
| Percent of Original List Price Received* | 98.6%     | 99.3%     | + 0.7%         | 96.6%        | 100.6%      | + 4.1%         |
| List to Close                            | 99        | 67        | - 32.3%        | 107          | 90          | - 15.9%        |
| Days on Market Until Sale                | 48        | 35        | - 27.1%        | 63           | 37          | - 41.3%        |
| Cumulative Days on Market Until Sale     | 52        | 19        | - 63.5%        | 66           | 31          | - 53.0%        |
| Average List Price                       | \$609,279 | \$597,651 | - 1.9%         | \$518,646    | \$615,529   | + 18.7%        |
| Inventory of Homes for Sale              | 78        | 50        | - 35.9%        | --           | --          | --             |
| Months Supply of Inventory               | 1.4       | 1.1       | - 21.4%        | --           | --          | --             |

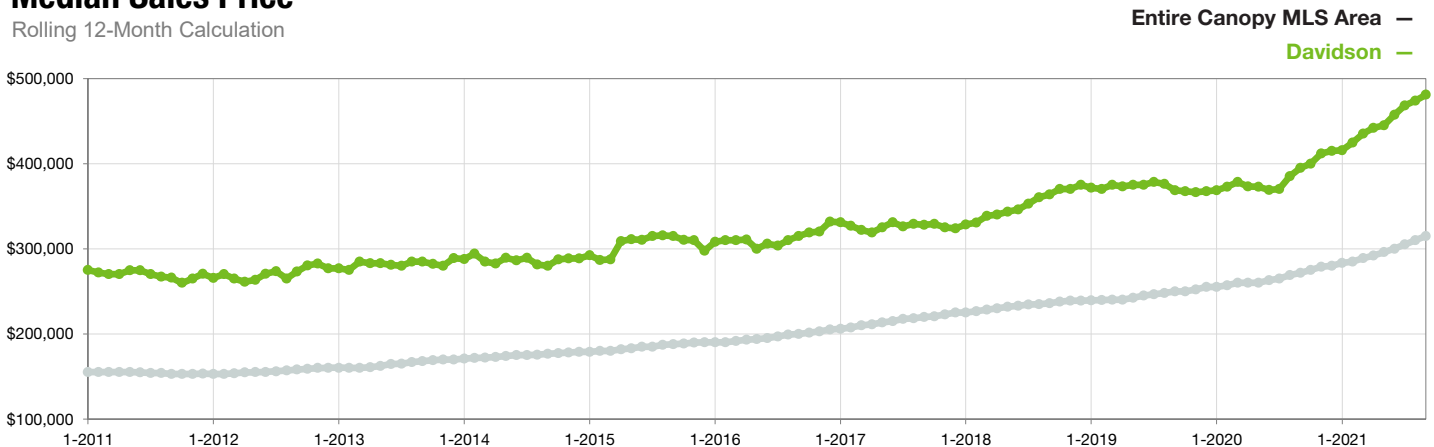
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### September



### Median Sales Price

Rolling 12-Month Calculation



# Local Market Update for September 2021



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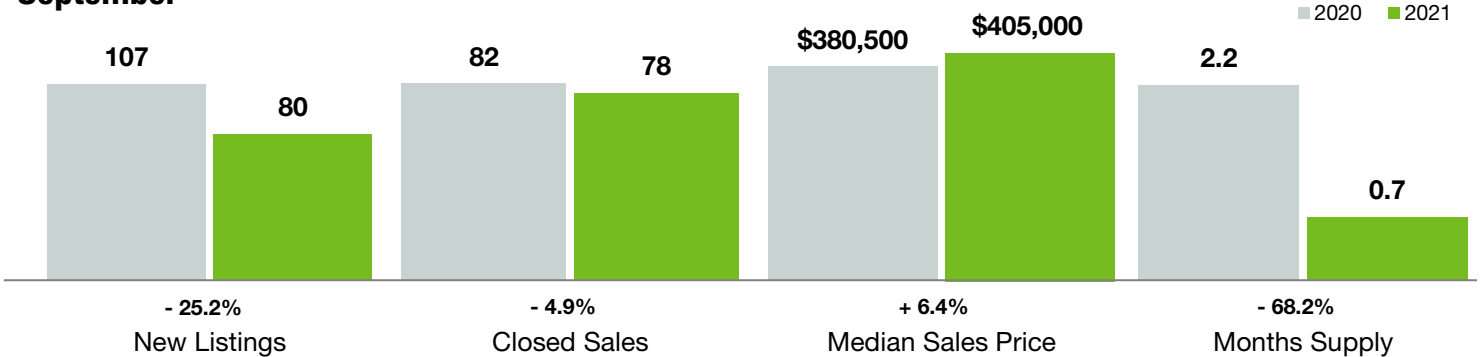
## Denver

North Carolina

| Key Metrics                              | September |           |                | Year to Date |             |                |
|--|-----------|-----------|----------------|--------------|-------------|----------------|
|  | 2020      | 2021      | Percent Change | Thru 9-2020  | Thru 9-2021 | Percent Change |
| New Listings                             | 107       | 80        | - 25.2%        | 815          | 787         | - 3.4%         |
| Pending Sales                            | 100       | 94        | - 6.0%         | 721          | 774         | + 7.4%         |
| Closed Sales                             | 82        | 78        | - 4.9%         | 599          | 712         | + 18.9%        |
| Median Sales Price*                      | \$380,500 | \$405,000 | + 6.4%         | \$356,000    | \$376,000   | + 5.6%         |
| Average Sales Price*                     | \$509,400 | \$479,235 | - 5.9%         | \$425,946    | \$468,956   | + 10.1%        |
| Percent of Original List Price Received* | 97.8%     | 101.1%    | + 3.4%         | 97.0%        | 100.4%      | + 3.5%         |
| List to Close                            | 127       | 103       | - 18.9%        | 121          | 97          | - 19.8%        |
| Days on Market Until Sale                | 77        | 31        | - 59.7%        | 70           | 33          | - 52.9%        |
| Cumulative Days on Market Until Sale     | 96        | 23        | - 76.0%        | 79           | 32          | - 59.5%        |
| Average List Price                       | \$414,148 | \$509,852 | + 23.1%        | \$420,422    | \$511,292   | + 21.6%        |
| Inventory of Homes for Sale              | 162       | 62        | - 61.7%        | --           | --          | --             |
| Months Supply of Inventory               | 2.2       | 0.7       | - 68.2%        | --           | --          | --             |

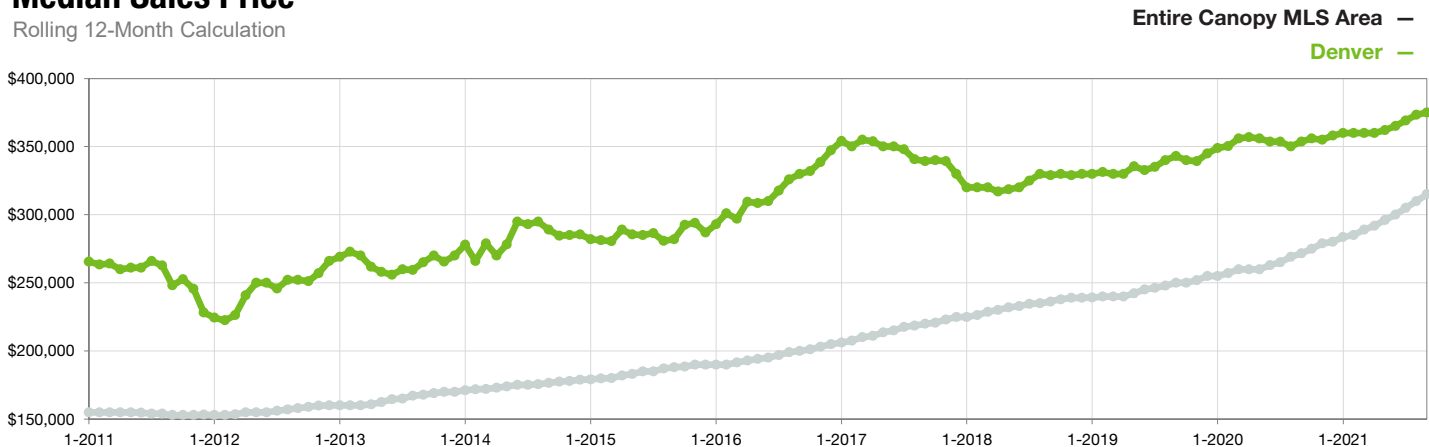
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### September



### Median Sales Price

Rolling 12-Month Calculation



# Local Market Update for September 2021

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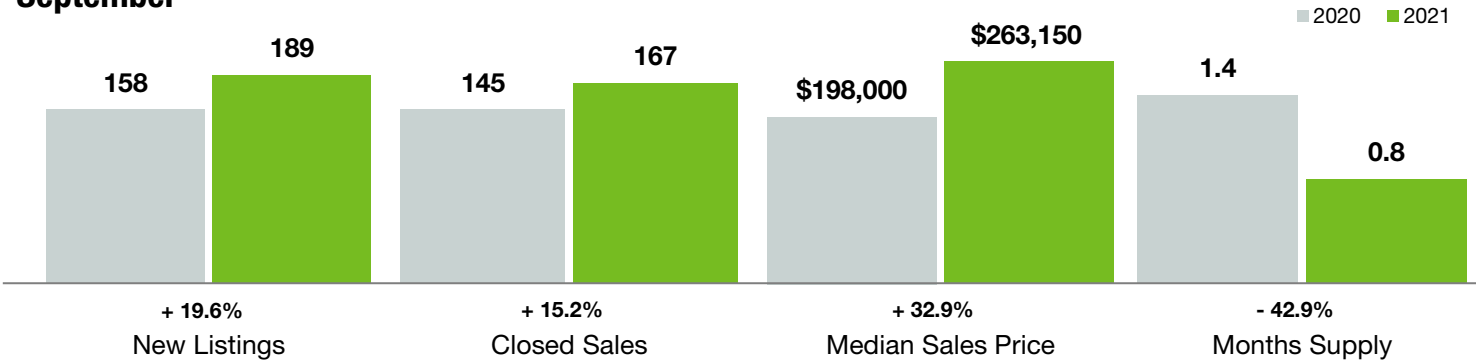
## Gastonia

North Carolina

| Key Metrics                              | September |           |                | Year to Date |             |                |
|--|-----------|-----------|----------------|--------------|-------------|----------------|
|  | 2020      | 2021      | Percent Change | Thru 9-2020  | Thru 9-2021 | Percent Change |
| New Listings                             | 158       | 189       | + 19.6%        | 1,423        | 1,647       | + 15.7%        |
| Pending Sales                            | 143       | 208       | + 45.5%        | 1,281        | 1,506       | + 17.6%        |
| Closed Sales                             | 145       | 167       | + 15.2%        | 1,174        | 1,363       | + 16.1%        |
| Median Sales Price*                      | \$198,000 | \$263,150 | + 32.9%        | \$195,000    | \$237,000   | + 21.5%        |
| Average Sales Price*                     | \$218,814 | \$276,096 | + 26.2%        | \$208,992    | \$246,400   | + 17.9%        |
| Percent of Original List Price Received* | 98.2%     | 101.5%    | + 3.4%         | 97.1%        | 100.7%      | + 3.7%         |
| List to Close                            | 77        | 60        | - 22.1%        | 82           | 69          | - 15.9%        |
| Days on Market Until Sale                | 26        | 12        | - 53.8%        | 33           | 18          | - 45.5%        |
| Cumulative Days on Market Until Sale     | 31        | 12        | - 61.3%        | 38           | 18          | - 52.6%        |
| Average List Price                       | \$221,329 | \$278,350 | + 25.8%        | \$211,557    | \$253,019   | + 19.6%        |
| Inventory of Homes for Sale              | 184       | 126       | - 31.5%        | --           | --          | --             |
| Months Supply of Inventory               | 1.4       | 0.8       | - 42.9%        | --           | --          | --             |

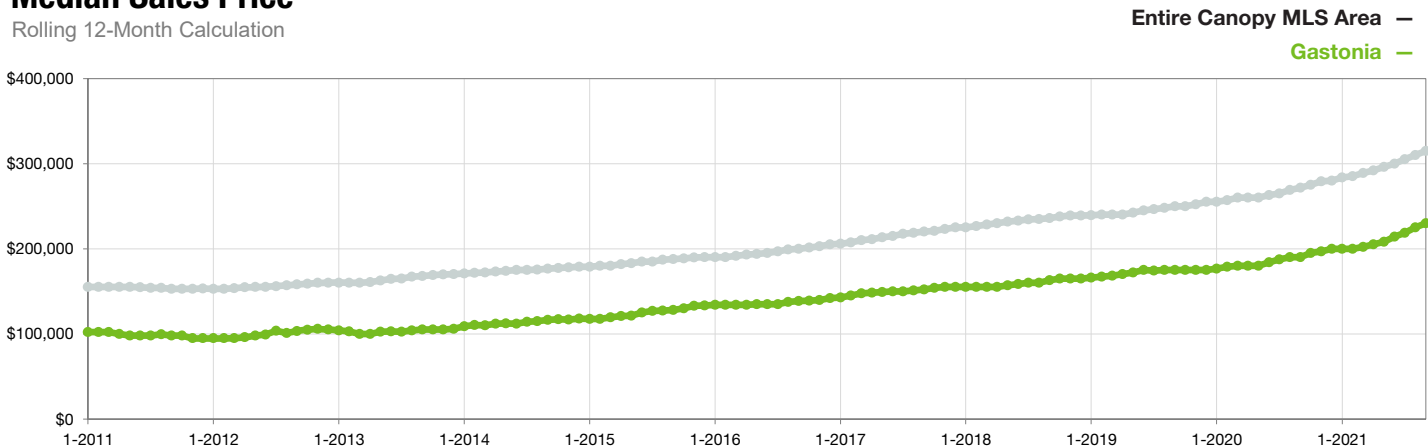
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### September



### Median Sales Price

Rolling 12-Month Calculation



# Local Market Update for September 2021

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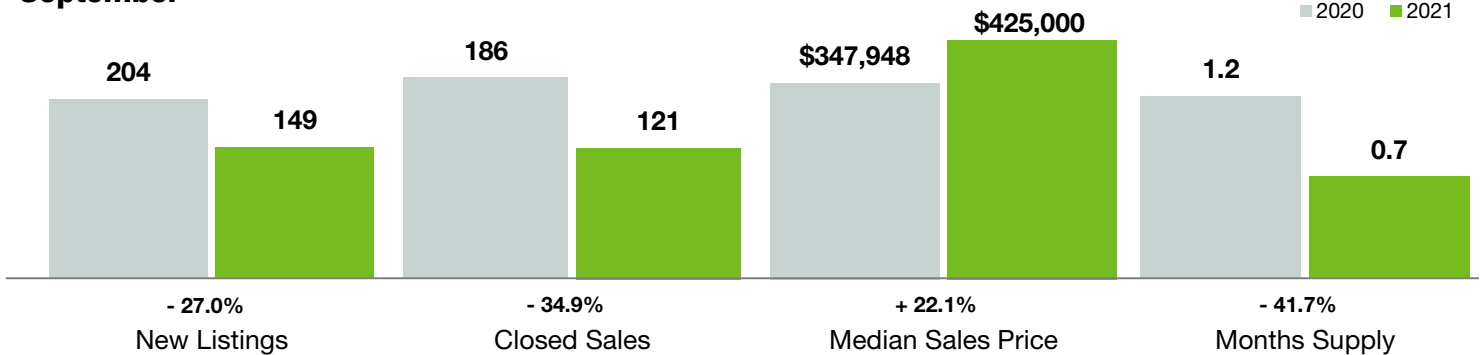
## Huntersville

North Carolina

| Key Metrics                              | September |           |                | Year to Date |             |                |
|--|-----------|-----------|----------------|--------------|-------------|----------------|
|  | 2020      | 2021      | Percent Change | Thru 9-2020  | Thru 9-2021 | Percent Change |
| New Listings                             | 204       | 149       | - 27.0%        | 1,635        | 1,446       | - 11.6%        |
| Pending Sales                            | 179       | 122       | - 31.8%        | 1,545        | 1,358       | - 12.1%        |
| Closed Sales                             | 186       | 121       | - 34.9%        | 1,361        | 1,338       | - 1.7%         |
| Median Sales Price*                      | \$347,948 | \$425,000 | + 22.1%        | \$345,000    | \$396,940   | + 15.1%        |
| Average Sales Price*                     | \$388,379 | \$475,345 | + 22.4%        | \$375,184    | \$436,916   | + 16.5%        |
| Percent of Original List Price Received* | 99.2%     | 102.3%    | + 3.1%         | 97.9%        | 101.9%      | + 4.1%         |
| List to Close                            | 74        | 66        | - 10.8%        | 89           | 76          | - 14.6%        |
| Days on Market Until Sale                | 21        | 18        | - 14.3%        | 39           | 19          | - 51.3%        |
| Cumulative Days on Market Until Sale     | 26        | 11        | - 57.7%        | 46           | 16          | - 65.2%        |
| Average List Price                       | \$366,435 | \$472,949 | + 29.1%        | \$396,608    | \$457,445   | + 15.3%        |
| Inventory of Homes for Sale              | 184       | 98        | - 46.7%        | --           | --          | --             |
| Months Supply of Inventory               | 1.2       | 0.7       | - 41.7%        | --           | --          | --             |

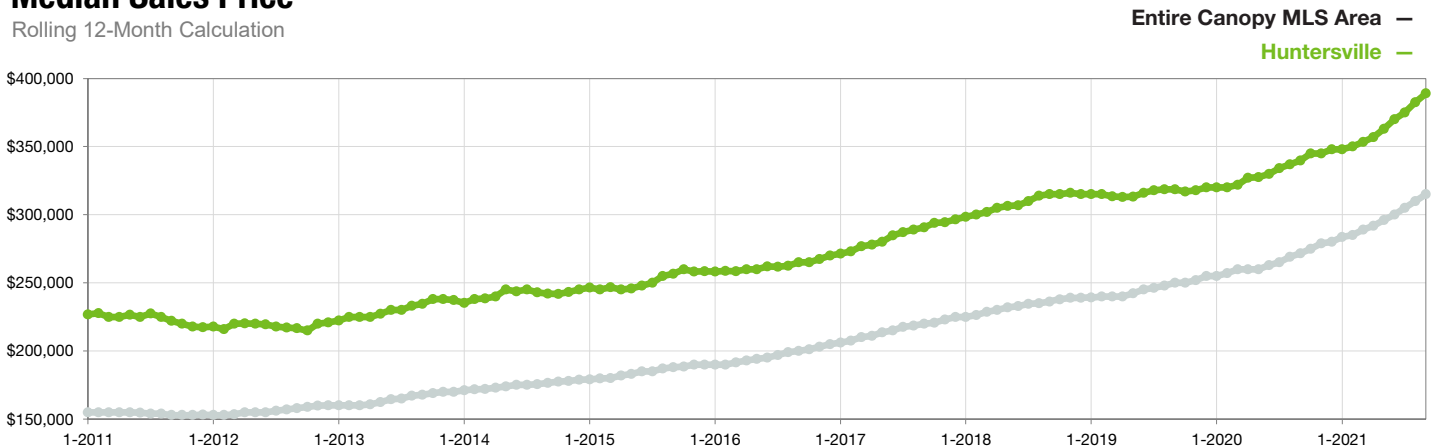
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### September



### Median Sales Price

Rolling 12-Month Calculation



# Local Market Update for September 2021

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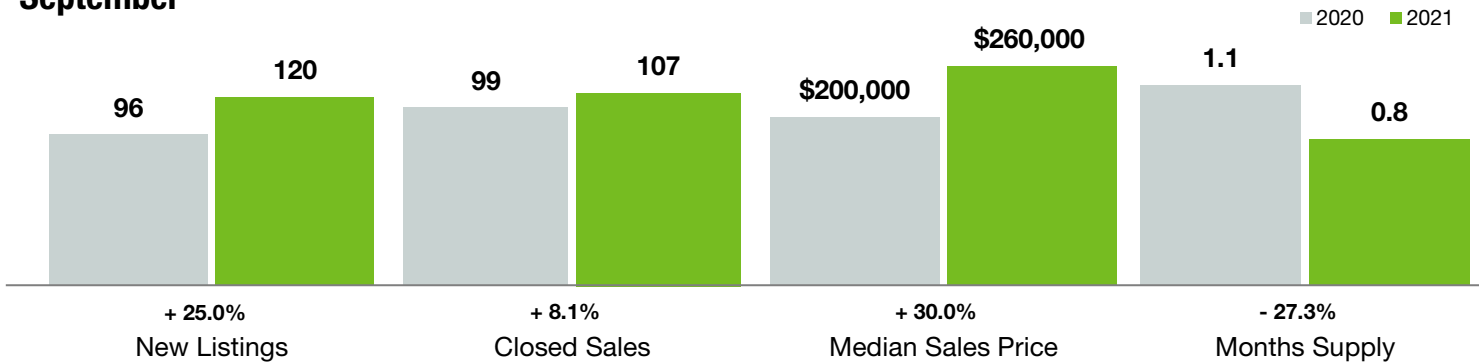
## Kannapolis

North Carolina

| Key Metrics                              | September |           |                | Year to Date |             |                |
|--|-----------|-----------|----------------|--------------|-------------|----------------|
|  | 2020      | 2021      | Percent Change | Thru 9-2020  | Thru 9-2021 | Percent Change |
| New Listings                             | 96        | 120       | + 25.0%        | 781          | 927         | + 18.7%        |
| Pending Sales                            | 88        | 119       | + 35.2%        | 712          | 854         | + 19.9%        |
| Closed Sales                             | 99        | 107       | + 8.1%         | 664          | 795         | + 19.7%        |
| Median Sales Price*                      | \$200,000 | \$260,000 | + 30.0%        | \$180,000    | \$235,000   | + 30.6%        |
| Average Sales Price*                     | \$212,274 | \$272,499 | + 28.4%        | \$201,982    | \$246,651   | + 22.1%        |
| Percent of Original List Price Received* | 98.2%     | 100.0%    | + 1.8%         | 97.2%        | 99.2%       | + 2.1%         |
| List to Close                            | 59        | 53        | - 10.2%        | 76           | 60          | - 21.1%        |
| Days on Market Until Sale                | 16        | 14        | - 12.5%        | 31           | 14          | - 54.8%        |
| Cumulative Days on Market Until Sale     | 20        | 14        | - 30.0%        | 35           | 14          | - 60.0%        |
| Average List Price                       | \$238,931 | \$253,823 | + 6.2%         | \$214,987    | \$255,534   | + 18.9%        |
| Inventory of Homes for Sale              | 85        | 74        | - 12.9%        | --           | --          | --             |
| Months Supply of Inventory               | 1.1       | 0.8       | - 27.3%        | --           | --          | --             |

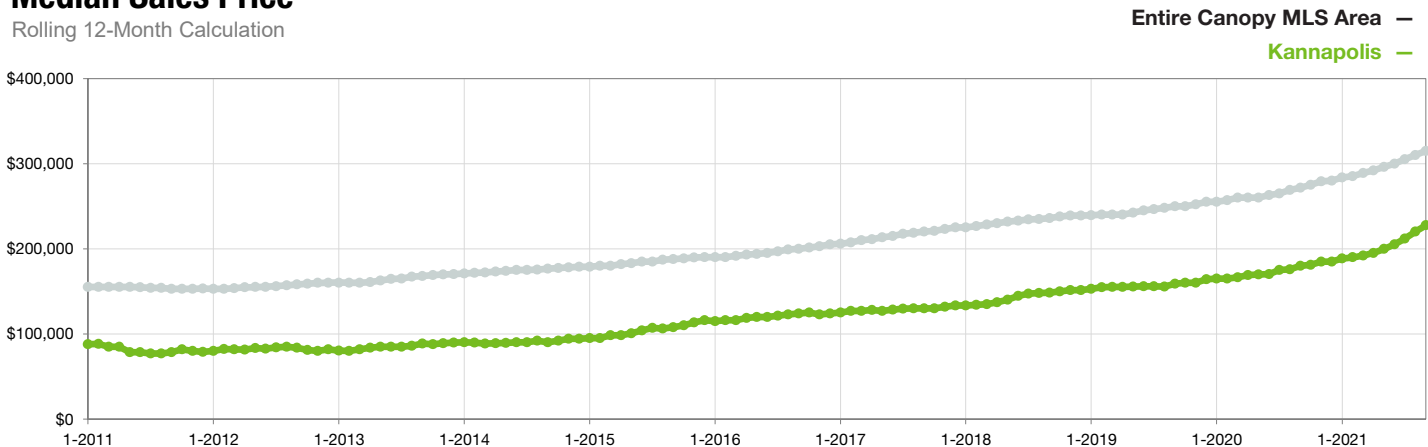
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### September



### Median Sales Price

Rolling 12-Month Calculation



# Local Market Update for September 2021

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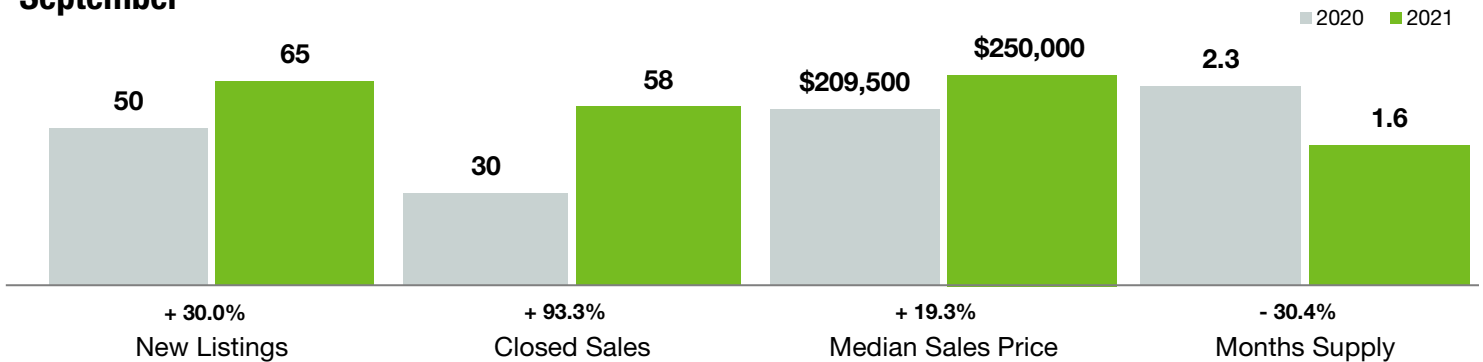
## Lincolnton

North Carolina

| Key Metrics                              | September |           |                | Year to Date |             |                |
|--|-----------|-----------|----------------|--------------|-------------|----------------|
|  | 2020      | 2021      | Percent Change | Thru 9-2020  | Thru 9-2021 | Percent Change |
| New Listings                             | 50        | 65        | + 30.0%        | 393          | 486         | + 23.7%        |
| Pending Sales                            | 44        | 65        | + 47.7%        | 349          | 444         | + 27.2%        |
| Closed Sales                             | 30        | 58        | + 93.3%        | 313          | 375         | + 19.8%        |
| Median Sales Price*                      | \$209,500 | \$250,000 | + 19.3%        | \$200,000    | \$235,000   | + 17.5%        |
| Average Sales Price*                     | \$238,220 | \$277,168 | + 16.3%        | \$220,915    | \$258,441   | + 17.0%        |
| Percent of Original List Price Received* | 95.5%     | 100.5%    | + 5.2%         | 96.4%        | 99.6%       | + 3.3%         |
| List to Close                            | 105       | 67        | - 36.2%        | 91           | 67          | - 26.4%        |
| Days on Market Until Sale                | 52        | 24        | - 53.8%        | 44           | 20          | - 54.5%        |
| Cumulative Days on Market Until Sale     | 52        | 27        | - 48.1%        | 50           | 22          | - 56.0%        |
| Average List Price                       | \$256,402 | \$318,332 | + 24.2%        | \$247,621    | \$286,166   | + 15.6%        |
| Inventory of Homes for Sale              | 82        | 72        | - 12.2%        | --           | --          | --             |
| Months Supply of Inventory               | 2.3       | 1.6       | - 30.4%        | --           | --          | --             |

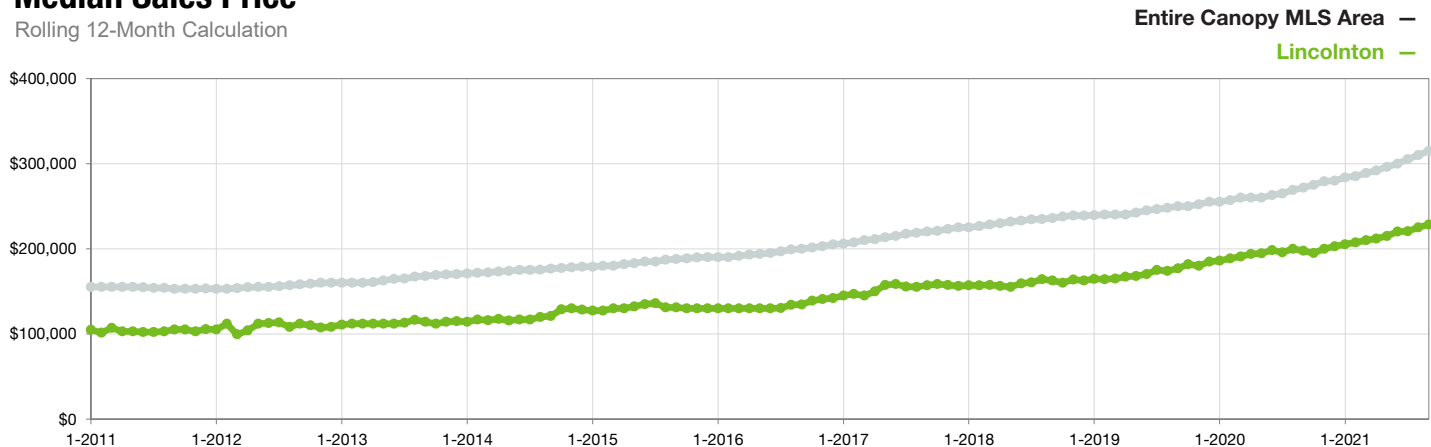
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### September



### Median Sales Price

Rolling 12-Month Calculation



# Local Market Update for September 2021

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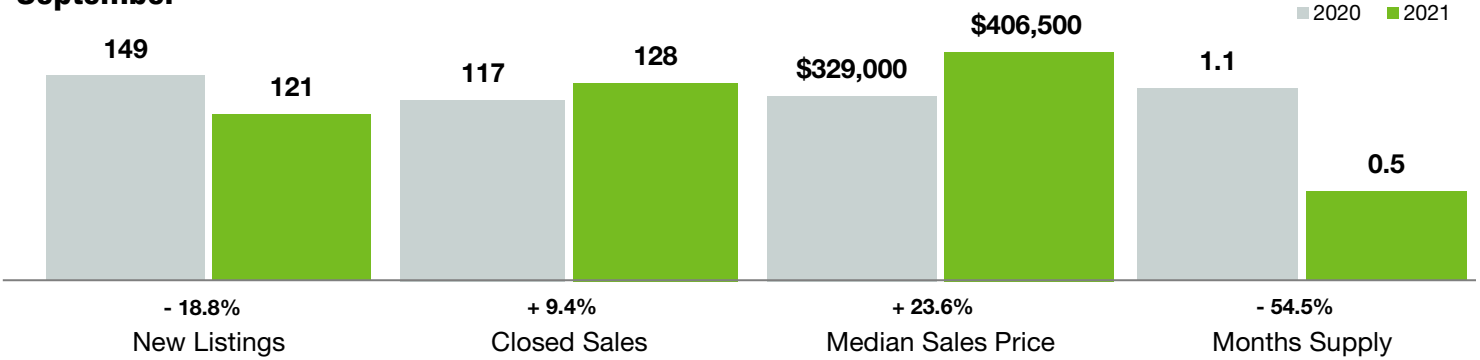
## Matthews

North Carolina

| Key Metrics                              | September |           |                | Year to Date |             |                |
|--|-----------|-----------|----------------|--------------|-------------|----------------|
|  | 2020      | 2021      | Percent Change | Thru 9-2020  | Thru 9-2021 | Percent Change |
| New Listings                             | 149       | 121       | - 18.8%        | 1,111        | 1,121       | + 0.9%         |
| Pending Sales                            | 127       | 125       | - 1.6%         | 1,040        | 1,051       | + 1.1%         |
| Closed Sales                             | 117       | 128       | + 9.4%         | 969          | 1,012       | + 4.4%         |
| Median Sales Price*                      | \$329,000 | \$406,500 | + 23.6%        | \$329,000    | \$377,950   | + 14.9%        |
| Average Sales Price*                     | \$388,587 | \$485,965 | + 25.1%        | \$365,774    | \$442,632   | + 21.0%        |
| Percent of Original List Price Received* | 99.6%     | 103.3%    | + 3.7%         | 98.5%        | 102.9%      | + 4.5%         |
| List to Close                            | 74        | 53        | - 28.4%        | 80           | 62          | - 22.5%        |
| Days on Market Until Sale                | 20        | 13        | - 35.0%        | 29           | 13          | - 55.2%        |
| Cumulative Days on Market Until Sale     | 22        | 10        | - 54.5%        | 33           | 13          | - 60.6%        |
| Average List Price                       | \$415,979 | \$494,767 | + 18.9%        | \$388,429    | \$439,623   | + 13.2%        |
| Inventory of Homes for Sale              | 116       | 55        | - 52.6%        | --           | --          | --             |
| Months Supply of Inventory               | 1.1       | 0.5       | - 54.5%        | --           | --          | --             |

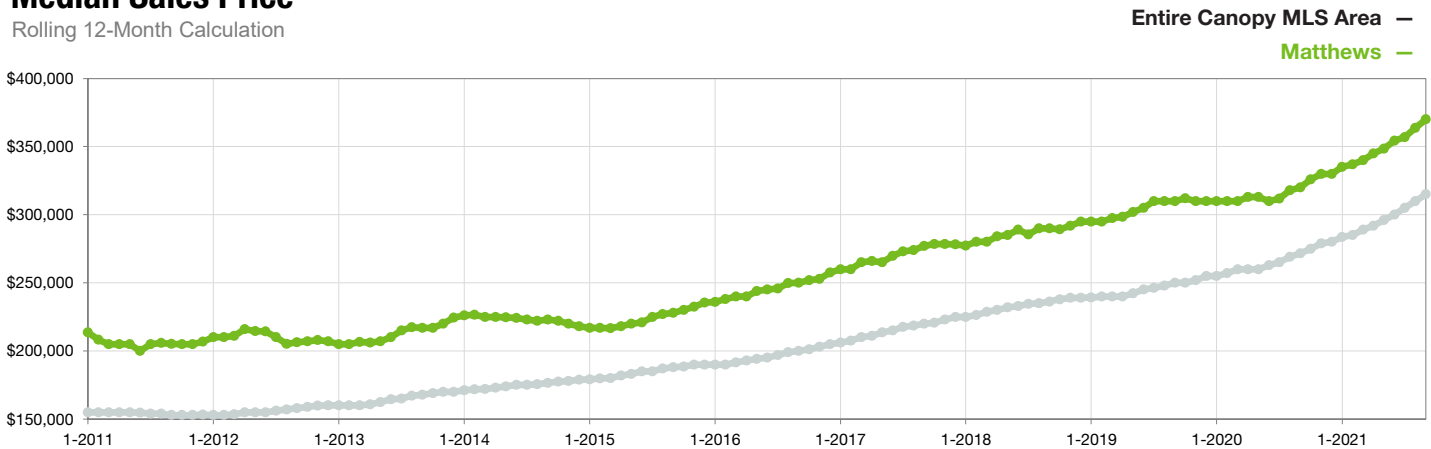
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### September



### Median Sales Price

Rolling 12-Month Calculation



# Local Market Update for September 2021

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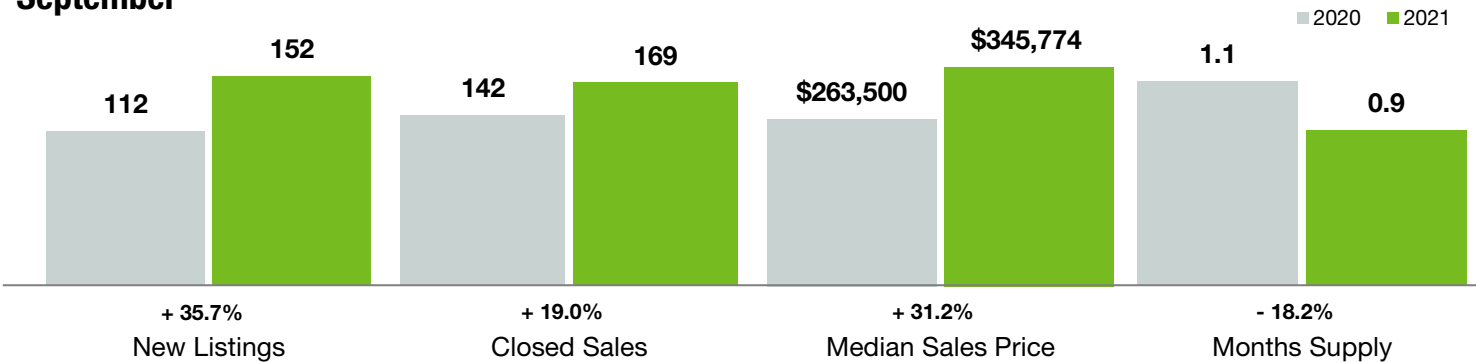
## Monroe

North Carolina

| Key Metrics                              | September |           |                | Year to Date |             |                |
|--|-----------|-----------|----------------|--------------|-------------|----------------|
|  | 2020      | 2021      | Percent Change | Thru 9-2020  | Thru 9-2021 | Percent Change |
| New Listings                             | 112       | 152       | + 35.7%        | 1,057        | 1,431       | + 35.4%        |
| Pending Sales                            | 110       | 133       | + 20.9%        | 968          | 1,295       | + 33.8%        |
| Closed Sales                             | 142       | 169       | + 19.0%        | 904          | 1,140       | + 26.1%        |
| Median Sales Price*                      | \$263,500 | \$345,774 | + 31.2%        | \$248,000    | \$300,000   | + 21.0%        |
| Average Sales Price*                     | \$267,219 | \$358,596 | + 34.2%        | \$258,498    | \$312,162   | + 20.8%        |
| Percent of Original List Price Received* | 99.1%     | 100.5%    | + 1.4%         | 98.3%        | 101.0%      | + 2.7%         |
| List to Close                            | 81        | 84        | + 3.7%         | 83           | 78          | - 6.0%         |
| Days on Market Until Sale                | 24        | 14        | - 41.7%        | 32           | 16          | - 50.0%        |
| Cumulative Days on Market Until Sale     | 26        | 17        | - 34.6%        | 37           | 20          | - 45.9%        |
| Average List Price                       | \$273,547 | \$359,397 | + 31.4%        | \$269,667    | \$329,980   | + 22.4%        |
| Inventory of Homes for Sale              | 113       | 115       | + 1.8%         | --           | --          | --             |
| Months Supply of Inventory               | 1.1       | 0.9       | - 18.2%        | --           | --          | --             |

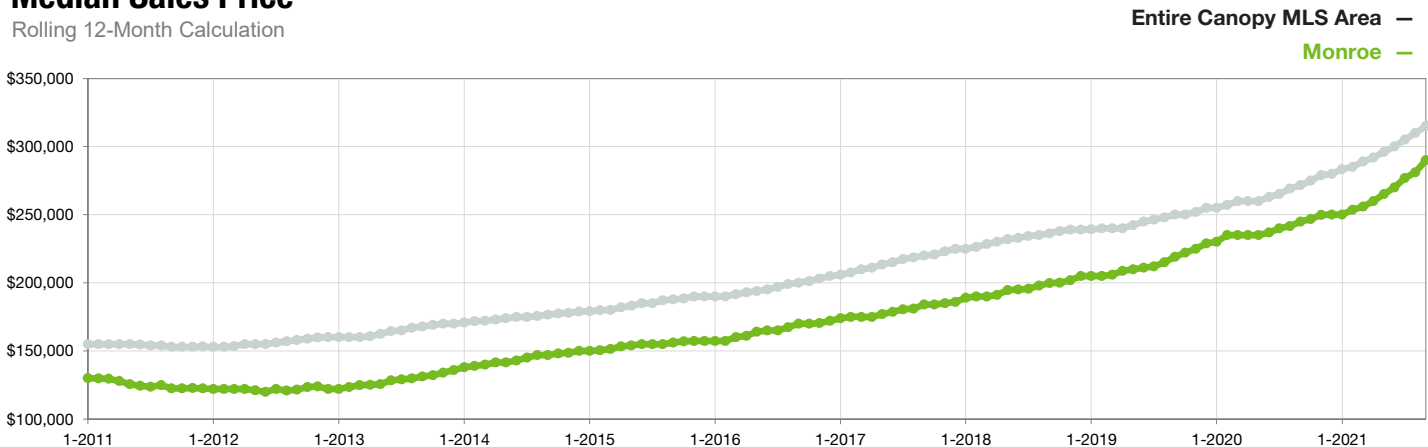
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### September



### Median Sales Price

Rolling 12-Month Calculation





# Local Market Update for September 2021



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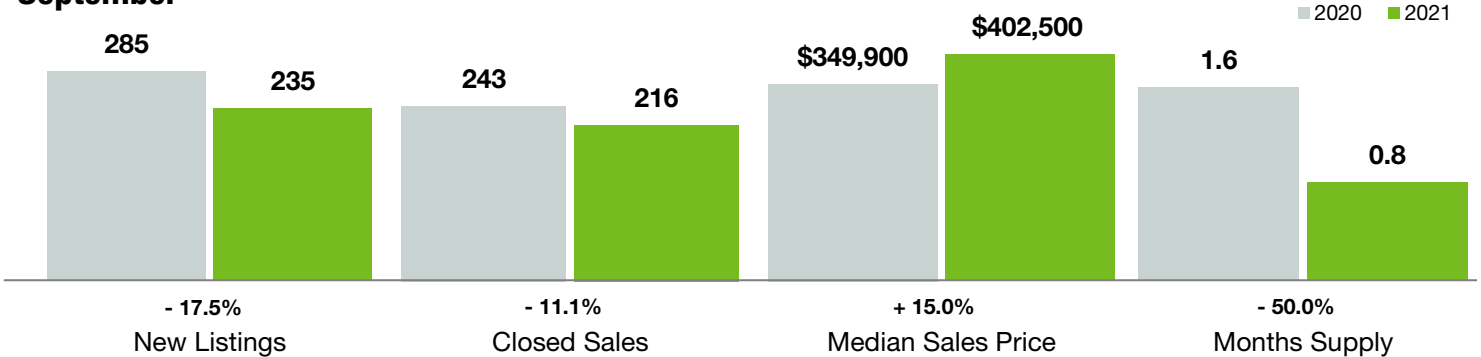
## Mooreville

North Carolina

| Key Metrics                              | September |           |                | Year to Date |             |                |
|--|-----------|-----------|----------------|--------------|-------------|----------------|
|  | 2020      | 2021      | Percent Change | Thru 9-2020  | Thru 9-2021 | Percent Change |
| New Listings                             | 285       | 235       | - 17.5%        | 2,165        | 2,098       | - 3.1%         |
| Pending Sales                            | 228       | 220       | - 3.5%         | 2,000        | 1,995       | - 0.2%         |
| Closed Sales                             | 243       | 216       | - 11.1%        | 1,788        | 1,974       | + 10.4%        |
| Median Sales Price*                      | \$349,900 | \$402,500 | + 15.0%        | \$335,000    | \$368,437   | + 10.0%        |
| Average Sales Price*                     | \$473,480 | \$532,222 | + 12.4%        | \$434,087    | \$482,886   | + 11.2%        |
| Percent of Original List Price Received* | 98.3%     | 101.2%    | + 3.0%         | 97.5%        | 101.4%      | + 4.0%         |
| List to Close                            | 101       | 63        | - 37.6%        | 103          | 77          | - 25.2%        |
| Days on Market Until Sale                | 46        | 16        | - 65.2%        | 52           | 21          | - 59.6%        |
| Cumulative Days on Market Until Sale     | 49        | 12        | - 75.5%        | 59           | 21          | - 64.4%        |
| Average List Price                       | \$483,679 | \$561,801 | + 16.2%        | \$471,042    | \$536,485   | + 13.9%        |
| Inventory of Homes for Sale              | 327       | 175       | - 46.5%        | --           | --          | --             |
| Months Supply of Inventory               | 1.6       | 0.8       | - 50.0%        | --           | --          | --             |

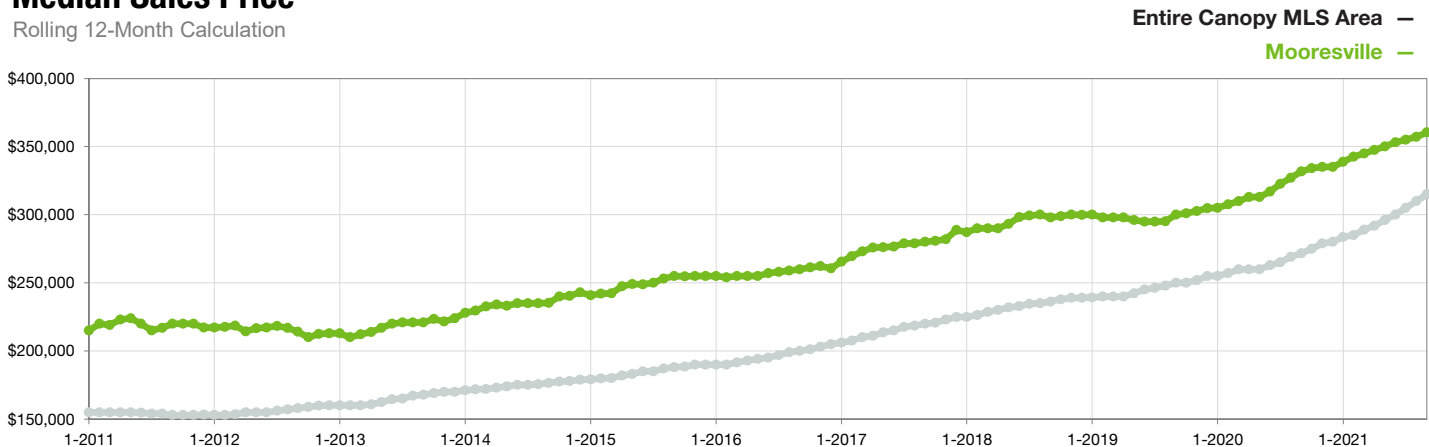
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### September



### Median Sales Price

Rolling 12-Month Calculation



# Local Market Update for September 2021

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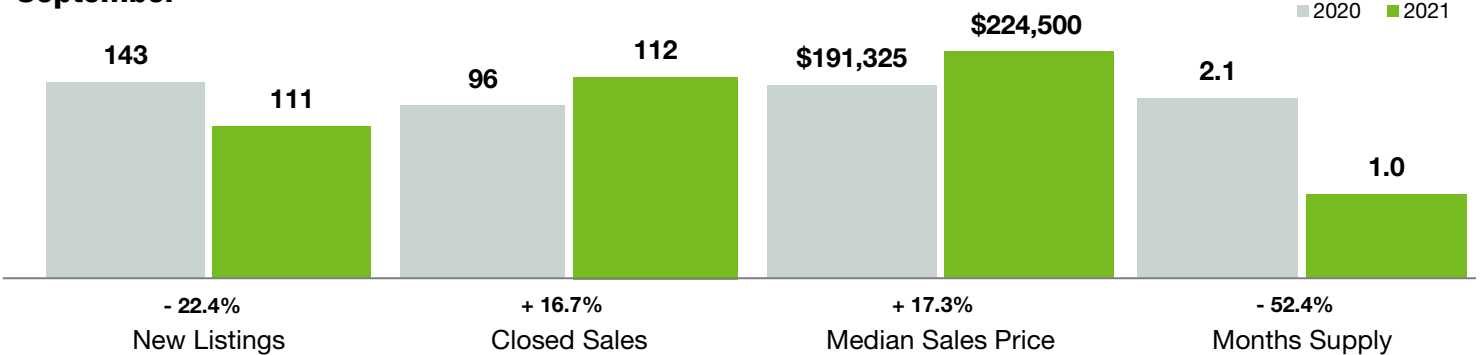
## Salisbury

North Carolina

| Key Metrics                              | September |           |                | Year to Date |             |                |
|--|-----------|-----------|----------------|--------------|-------------|----------------|
|  | 2020      | 2021      | Percent Change | Thru 9-2020  | Thru 9-2021 | Percent Change |
| New Listings                             | 143       | 111       | - 22.4%        | 952          | 1,092       | + 14.7%        |
| Pending Sales                            | 112       | 125       | + 11.6%        | 862          | 1,003       | + 16.4%        |
| Closed Sales                             | 96        | 112       | + 16.7%        | 747          | 927         | + 24.1%        |
| Median Sales Price*                      | \$191,325 | \$224,500 | + 17.3%        | \$189,000    | \$215,000   | + 13.8%        |
| Average Sales Price*                     | \$209,688 | \$257,369 | + 22.7%        | \$201,522    | \$241,105   | + 19.6%        |
| Percent of Original List Price Received* | 97.4%     | 99.3%     | + 2.0%         | 96.3%        | 98.9%       | + 2.7%         |
| List to Close                            | 97        | 71        | - 26.8%        | 94           | 74          | - 21.3%        |
| Days on Market Until Sale                | 37        | 15        | - 59.5%        | 42           | 20          | - 52.4%        |
| Cumulative Days on Market Until Sale     | 39        | 16        | - 59.0%        | 50           | 21          | - 58.0%        |
| Average List Price                       | \$212,109 | \$272,508 | + 28.5%        | \$214,540    | \$252,179   | + 17.5%        |
| Inventory of Homes for Sale              | 178       | 100       | - 43.8%        | --           | --          | --             |
| Months Supply of Inventory               | 2.1       | 1.0       | - 52.4%        | --           | --          | --             |

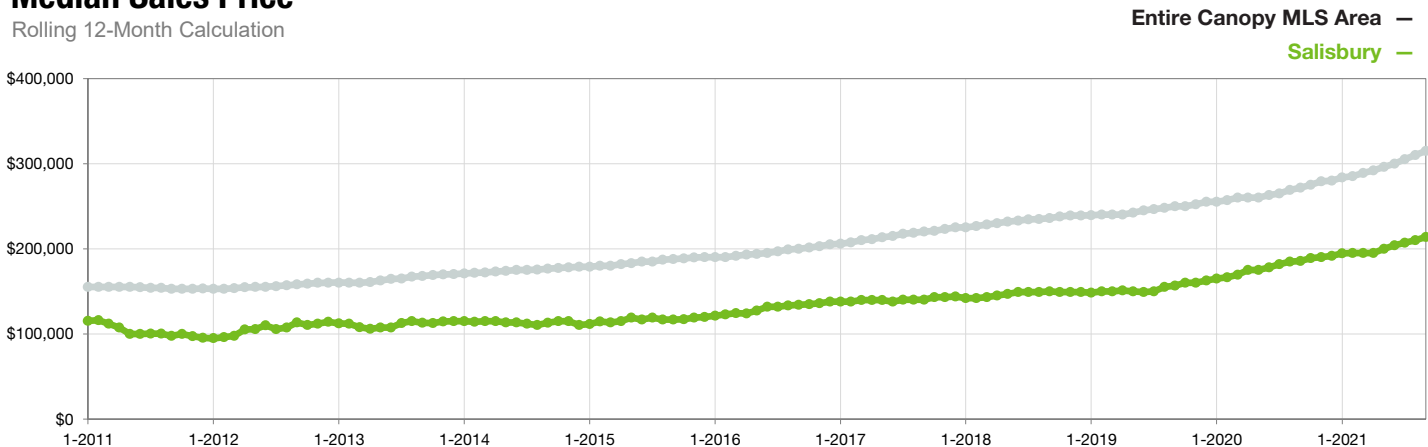
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### September



### Median Sales Price

Rolling 12-Month Calculation



# Local Market Update for September 2021

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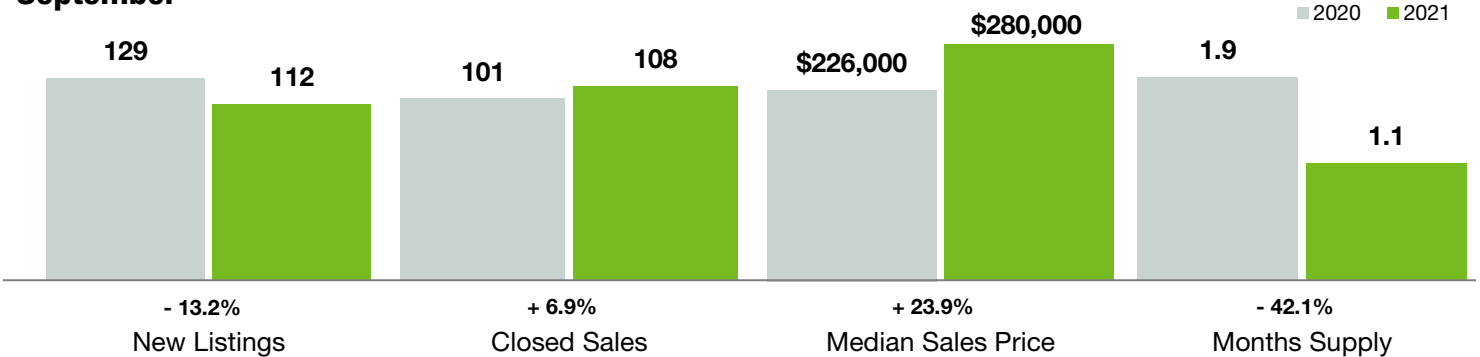
## Statesville

North Carolina

| Key Metrics                              | September |           |                | Year to Date |             |                |
|--|-----------|-----------|----------------|--------------|-------------|----------------|
|  | 2020      | 2021      | Percent Change | Thru 9-2020  | Thru 9-2021 | Percent Change |
| New Listings                             | 129       | 112       | - 13.2%        | 911          | 1,000       | + 9.8%         |
| Pending Sales                            | 91        | 138       | + 51.6%        | 831          | 929         | + 11.8%        |
| Closed Sales                             | 101       | 108       | + 6.9%         | 773          | 873         | + 12.9%        |
| Median Sales Price*                      | \$226,000 | \$280,000 | + 23.9%        | \$200,000    | \$235,000   | + 17.5%        |
| Average Sales Price*                     | \$246,092 | \$292,236 | + 18.8%        | \$214,250    | \$259,911   | + 21.3%        |
| Percent of Original List Price Received* | 97.5%     | 100.3%    | + 2.9%         | 97.0%        | 99.7%       | + 2.8%         |
| List to Close                            | 97        | 56        | - 42.3%        | 95           | 67          | - 29.5%        |
| Days on Market Until Sale                | 41        | 13        | - 68.3%        | 43           | 21          | - 51.2%        |
| Cumulative Days on Market Until Sale     | 52        | 14        | - 73.1%        | 50           | 22          | - 56.0%        |
| Average List Price                       | \$271,425 | \$302,317 | + 11.4%        | \$236,613    | \$271,650   | + 14.8%        |
| Inventory of Homes for Sale              | 165       | 105       | - 36.4%        | --           | --          | --             |
| Months Supply of Inventory               | 1.9       | 1.1       | - 42.1%        | --           | --          | --             |

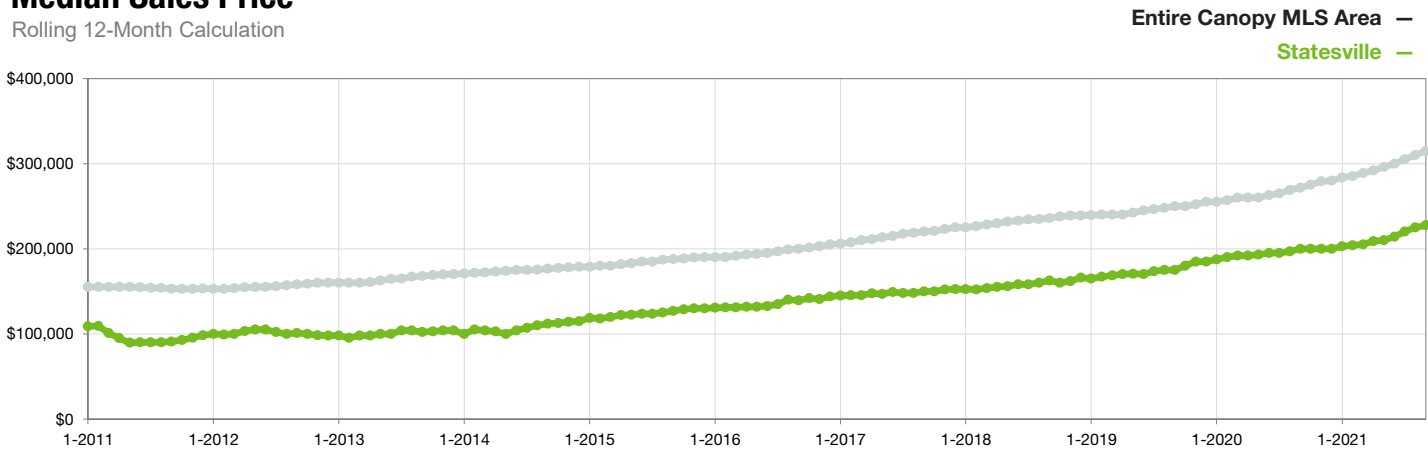
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### September



### Median Sales Price

Rolling 12-Month Calculation



# Local Market Update for September 2021

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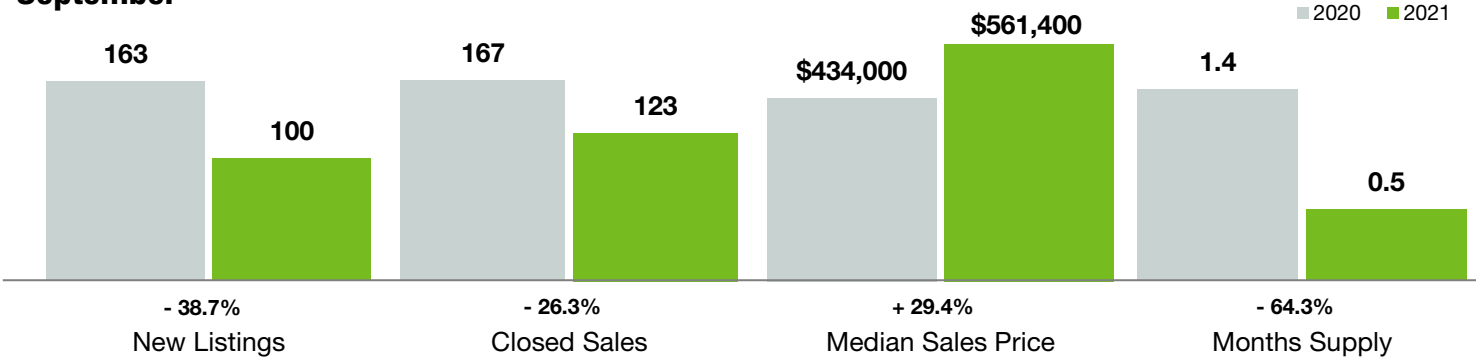
## Waxhaw

North Carolina

| Key Metrics                              | September |           |                | Year to Date |             |                |
|--|-----------|-----------|----------------|--------------|-------------|----------------|
|  | 2020      | 2021      | Percent Change | Thru 9-2020  | Thru 9-2021 | Percent Change |
| New Listings                             | 163       | 100       | - 38.7%        | 1,356        | 1,157       | - 14.7%        |
| Pending Sales                            | 145       | 93        | - 35.9%        | 1,228        | 1,093       | - 11.0%        |
| Closed Sales                             | 167       | 123       | - 26.3%        | 1,098        | 1,075       | - 2.1%         |
| Median Sales Price*                      | \$434,000 | \$561,400 | + 29.4%        | \$415,000    | \$483,903   | + 16.6%        |
| Average Sales Price*                     | \$507,977 | \$634,071 | + 24.8%        | \$480,618    | \$583,301   | + 21.4%        |
| Percent of Original List Price Received* | 98.4%     | 102.8%    | + 4.5%         | 97.8%        | 102.6%      | + 4.9%         |
| List to Close                            | 105       | 63        | - 40.0%        | 95           | 76          | - 20.0%        |
| Days on Market Until Sale                | 41        | 14        | - 65.9%        | 43           | 17          | - 60.5%        |
| Cumulative Days on Market Until Sale     | 45        | 13        | - 71.1%        | 51           | 19          | - 62.7%        |
| Average List Price                       | \$555,186 | \$744,385 | + 34.1%        | \$521,653    | \$603,584   | + 15.7%        |
| Inventory of Homes for Sale              | 173       | 62        | - 64.2%        | --           | --          | --             |
| Months Supply of Inventory               | 1.4       | 0.5       | - 64.3%        | --           | --          | --             |

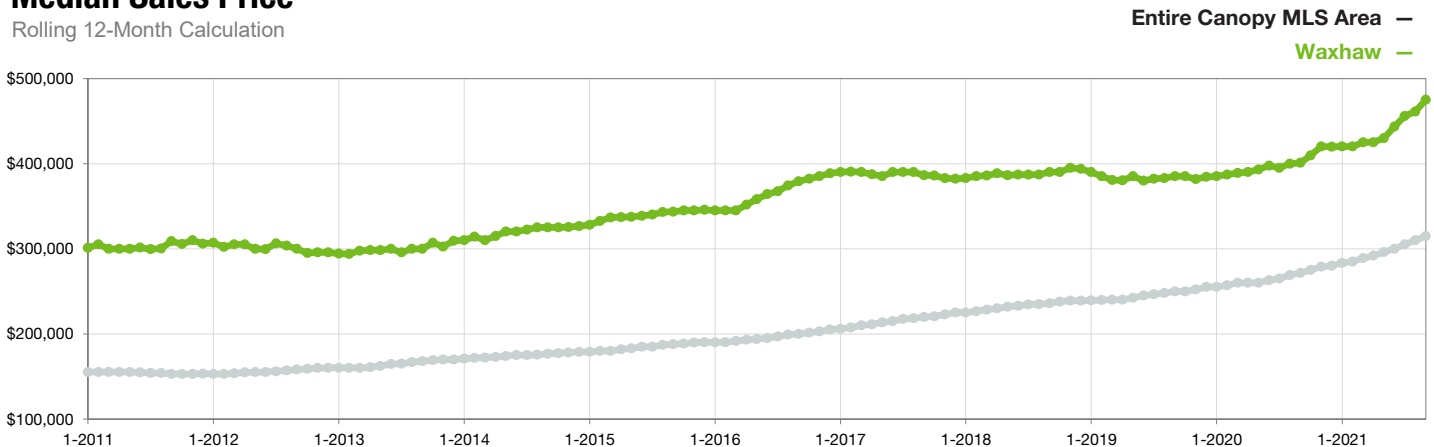
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### September



### Median Sales Price

Rolling 12-Month Calculation



# Local Market Update for September 2021



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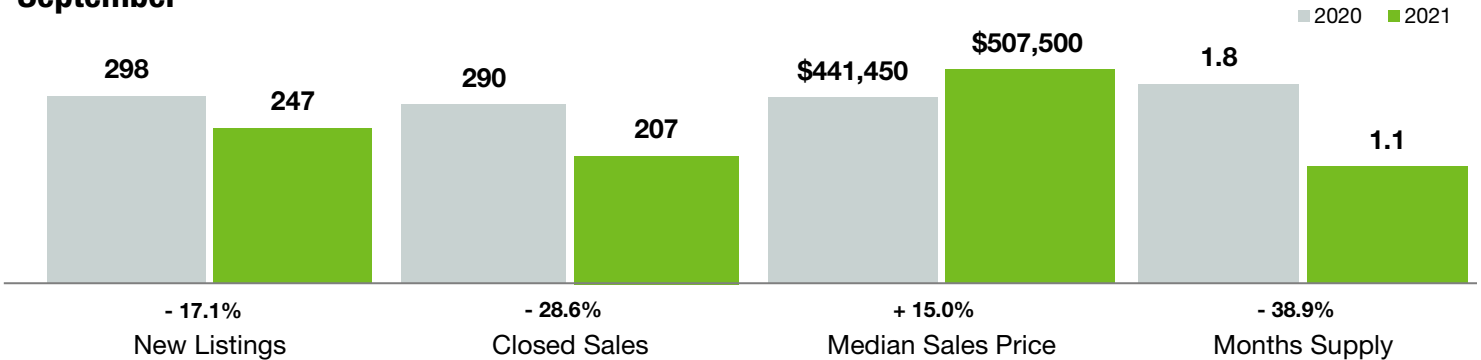
## Lake Norman

North Carolina

| Key Metrics                              | September |           |                | Year to Date |             |                |
|--|-----------|-----------|----------------|--------------|-------------|----------------|
|  | 2020      | 2021      | Percent Change | Thru 9-2020  | Thru 9-2021 | Percent Change |
| New Listings                             | 298       | 247       | - 17.1%        | 2,465        | 2,388       | - 3.1%         |
| Pending Sales                            | 266       | 246       | - 7.5%         | 2,243        | 2,195       | - 2.1%         |
| Closed Sales                             | 290       | 207       | - 28.6%        | 2,016        | 2,121       | + 5.2%         |
| Median Sales Price*                      | \$441,450 | \$507,500 | + 15.0%        | \$410,000    | \$435,000   | + 6.1%         |
| Average Sales Price*                     | \$648,564 | \$657,159 | + 1.3%         | \$559,369    | \$638,315   | + 14.1%        |
| Percent of Original List Price Received* | 97.6%     | 99.2%     | + 1.6%         | 96.8%        | 100.3%      | + 3.6%         |
| List to Close                            | 105       | 67        | - 36.2%        | 114          | 81          | - 28.9%        |
| Days on Market Until Sale                | 54        | 21        | - 61.1%        | 62           | 26          | - 58.1%        |
| Cumulative Days on Market Until Sale     | 65        | 19        | - 70.8%        | 74           | 28          | - 62.2%        |
| Average List Price                       | \$607,254 | \$755,949 | + 24.5%        | \$599,183    | \$710,272   | + 18.5%        |
| Inventory of Homes for Sale              | 416       | 254       | - 38.9%        | --           | --          | --             |
| Months Supply of Inventory               | 1.8       | 1.1       | - 38.9%        | --           | --          | --             |

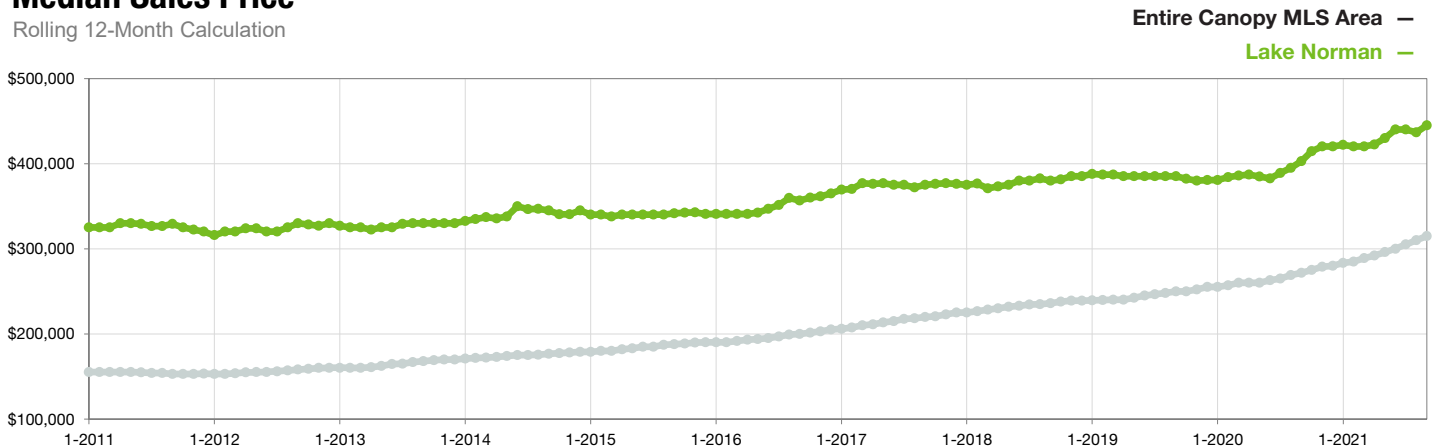
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### September



### Median Sales Price

Rolling 12-Month Calculation



# Local Market Update for September 2021

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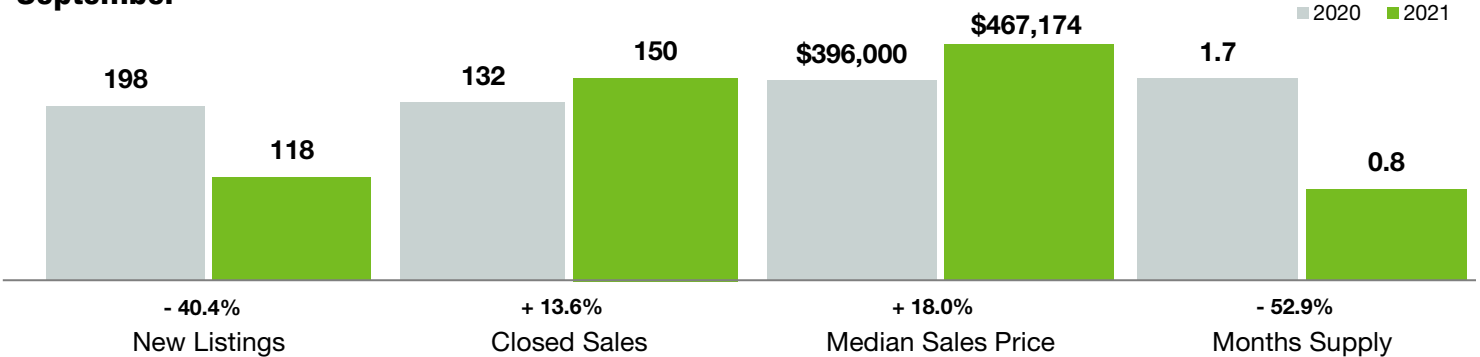
## Lake Wylie

North Carolina

| Key Metrics                              | September |           |                | Year to Date |             |                |
|--|-----------|-----------|----------------|--------------|-------------|----------------|
|  | 2020      | 2021      | Percent Change | Thru 9-2020  | Thru 9-2021 | Percent Change |
| New Listings                             | 198       | 118       | - 40.4%        | 1,452        | 1,535       | + 5.7%         |
| Pending Sales                            | 177       | 133       | - 24.9%        | 1,360        | 1,469       | + 8.0%         |
| Closed Sales                             | 132       | 150       | + 13.6%        | 1,168        | 1,361       | + 16.5%        |
| Median Sales Price*                      | \$396,000 | \$467,174 | + 18.0%        | \$368,000    | \$427,855   | + 16.3%        |
| Average Sales Price*                     | \$438,578 | \$501,207 | + 14.3%        | \$416,060    | \$491,375   | + 18.1%        |
| Percent of Original List Price Received* | 99.4%     | 100.6%    | + 1.2%         | 97.7%        | 101.4%      | + 3.8%         |
| List to Close                            | 96        | 104       | + 8.3%         | 114          | 98          | - 14.0%        |
| Days on Market Until Sale                | 34        | 20        | - 41.2%        | 54           | 22          | - 59.3%        |
| Cumulative Days on Market Until Sale     | 44        | 20        | - 54.5%        | 66           | 23          | - 65.2%        |
| Average List Price                       | \$470,866 | \$562,180 | + 19.4%        | \$444,160    | \$530,844   | + 19.5%        |
| Inventory of Homes for Sale              | 233       | 116       | - 50.2%        | --           | --          | --             |
| Months Supply of Inventory               | 1.7       | 0.8       | - 52.9%        | --           | --          | --             |

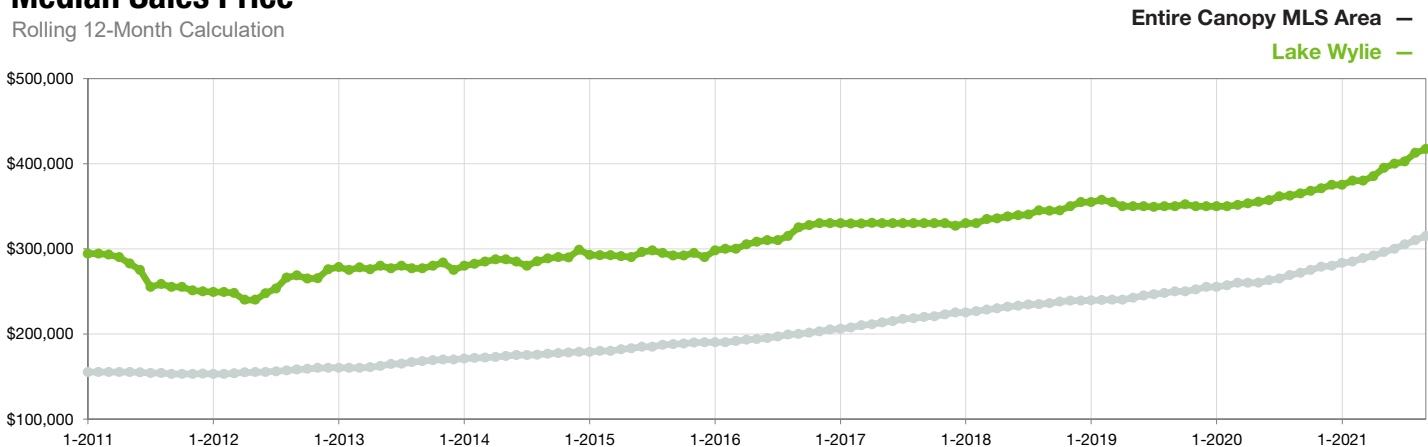
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### September



### Median Sales Price

Rolling 12-Month Calculation



# Local Market Update for September 2021

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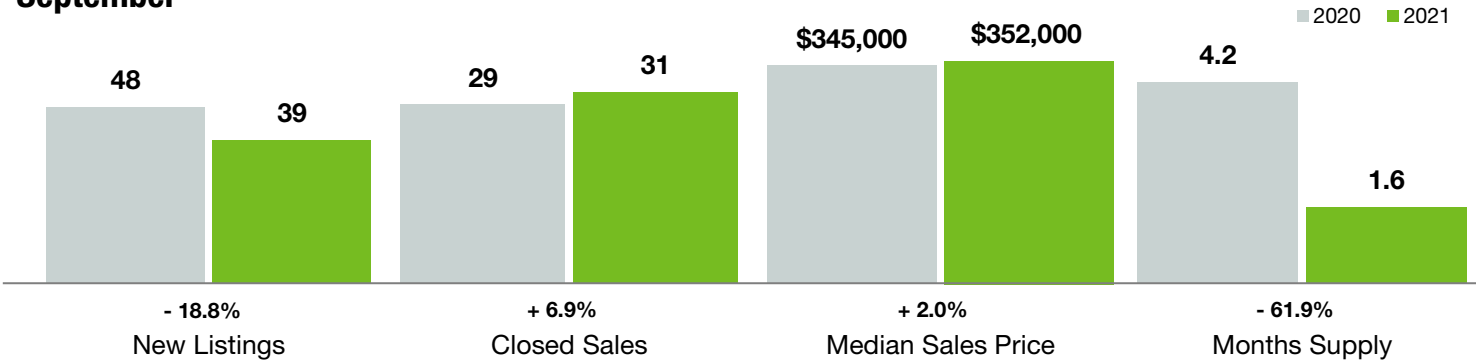
## Uptown Charlotte

North Carolina

| Key Metrics                              | September |           |                | Year to Date |             |                |
|--|-----------|-----------|----------------|--------------|-------------|----------------|
|  | 2020      | 2021      | Percent Change | Thru 9-2020  | Thru 9-2021 | Percent Change |
| New Listings                             | 48        | 39        | - 18.8%        | 381          | 398         | + 4.5%         |
| Pending Sales                            | 27        | 41        | + 51.9%        | 258          | 374         | + 45.0%        |
| Closed Sales                             | 29        | 31        | + 6.9%         | 256          | 354         | + 38.3%        |
| Median Sales Price*                      | \$345,000 | \$352,000 | + 2.0%         | \$285,000    | \$337,250   | + 18.3%        |
| Average Sales Price*                     | \$379,414 | \$418,850 | + 10.4%        | \$325,712    | \$388,143   | + 19.2%        |
| Percent of Original List Price Received* | 97.0%     | 98.0%     | + 1.0%         | 96.7%        | 97.4%       | + 0.7%         |
| List to Close                            | 59        | 78        | + 32.2%        | 84           | 86          | + 2.4%         |
| Days on Market Until Sale                | 24        | 41        | + 70.8%        | 41           | 45          | + 9.8%         |
| Cumulative Days on Market Until Sale     | 35        | 41        | + 17.1%        | 49           | 51          | + 4.1%         |
| Average List Price                       | \$451,236 | \$464,972 | + 3.0%         | \$383,021    | \$425,023   | + 11.0%        |
| Inventory of Homes for Sale              | 118       | 59        | - 50.0%        | --           | --          | --             |
| Months Supply of Inventory               | 4.2       | 1.6       | - 61.9%        | --           | --          | --             |

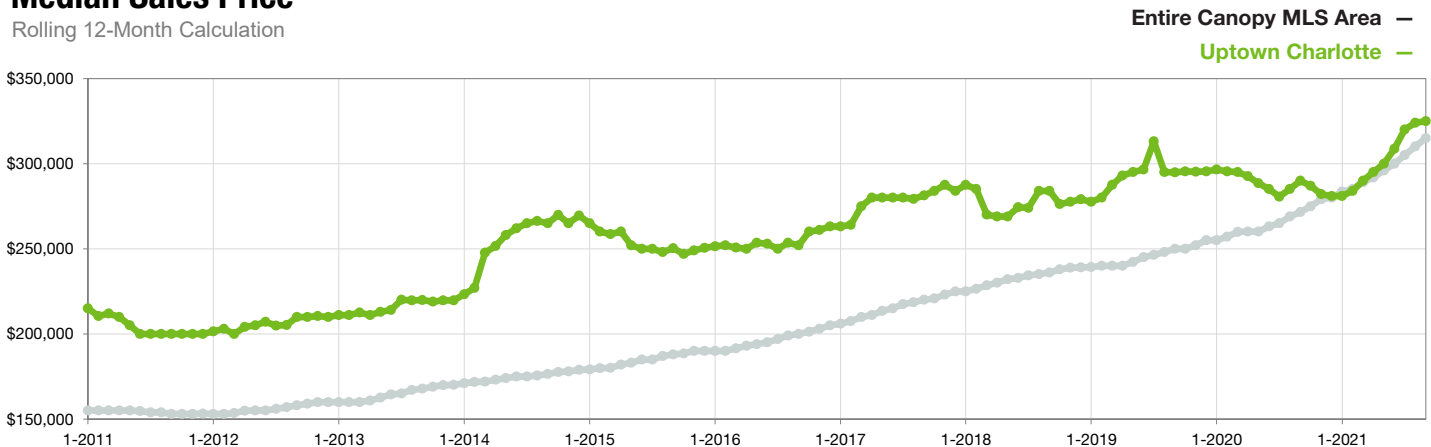
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### September



### Median Sales Price

Rolling 12-Month Calculation



# Local Market Update for September 2021

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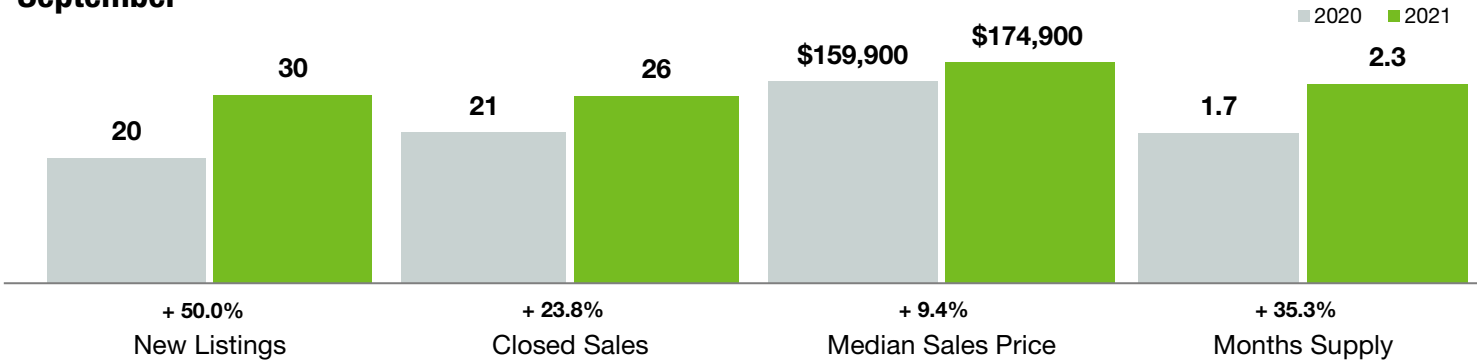
## Chester County

South Carolina

| Key Metrics                              | September |           |                | Year to Date |             |                |
|--|-----------|-----------|----------------|--------------|-------------|----------------|
|  | 2020      | 2021      | Percent Change | Thru 9-2020  | Thru 9-2021 | Percent Change |
| New Listings                             | 20        | 30        | + 50.0%        | 194          | 248         | + 27.8%        |
| Pending Sales                            | 25        | 26        | + 4.0%         | 191          | 201         | + 5.2%         |
| Closed Sales                             | 21        | 26        | + 23.8%        | 171          | 181         | + 5.8%         |
| Median Sales Price*                      | \$159,900 | \$174,900 | + 9.4%         | \$160,000    | \$171,000   | + 6.9%         |
| Average Sales Price*                     | \$155,943 | \$191,192 | + 22.6%        | \$181,139    | \$195,032   | + 7.7%         |
| Percent of Original List Price Received* | 96.5%     | 97.2%     | + 0.7%         | 95.3%        | 97.8%       | + 2.6%         |
| List to Close                            | 82        | 78        | - 4.9%         | 109          | 82          | - 24.8%        |
| Days on Market Until Sale                | 22        | 24        | + 9.1%         | 52           | 27          | - 48.1%        |
| Cumulative Days on Market Until Sale     | 22        | 24        | + 9.1%         | 59           | 30          | - 49.2%        |
| Average List Price                       | \$171,665 | \$325,413 | + 89.6%        | \$201,780    | \$238,909   | + 18.4%        |
| Inventory of Homes for Sale              | 34        | 45        | + 32.4%        | --           | --          | --             |
| Months Supply of Inventory               | 1.7       | 2.3       | + 35.3%        | --           | --          | --             |

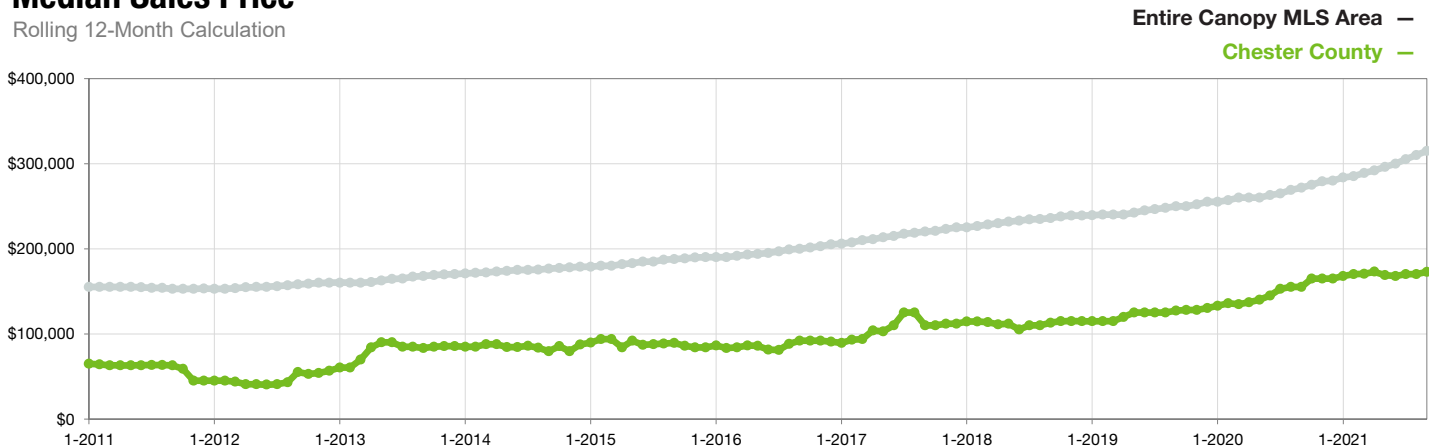
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### September



### Median Sales Price

Rolling 12-Month Calculation





# Local Market Update for September 2021

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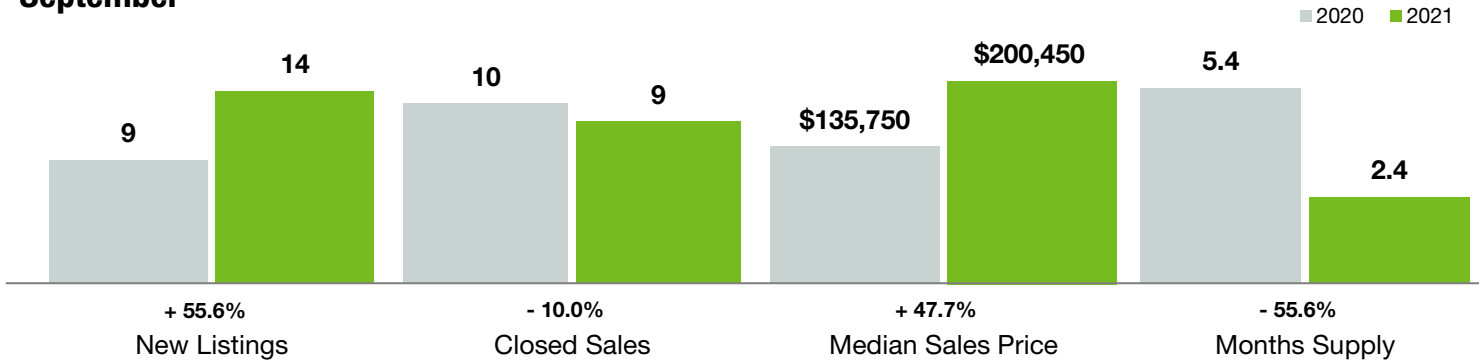
## Chesterfield County

South Carolina

| Key Metrics                              | September |           |                | Year to Date |             |                |
|--|-----------|-----------|----------------|--------------|-------------|----------------|
|  | 2020      | 2021      | Percent Change | Thru 9-2020  | Thru 9-2021 | Percent Change |
| New Listings                             | 9         | 14        | + 55.6%        | 85           | 124         | + 45.9%        |
| Pending Sales                            | 6         | 13        | + 116.7%       | 72           | 109         | + 51.4%        |
| Closed Sales                             | 10        | 9         | - 10.0%        | 62           | 100         | + 61.3%        |
| Median Sales Price*                      | \$135,750 | \$200,450 | + 47.7%        | \$146,250    | \$183,900   | + 25.7%        |
| Average Sales Price*                     | \$137,660 | \$238,394 | + 73.2%        | \$141,744    | \$207,746   | + 46.6%        |
| Percent of Original List Price Received* | 98.3%     | 94.3%     | - 4.1%         | 93.3%        | 97.3%       | + 4.3%         |
| List to Close                            | 234       | 97        | - 58.5%        | 177          | 125         | - 29.4%        |
| Days on Market Until Sale                | 157       | 33        | - 79.0%        | 111          | 53          | - 52.3%        |
| Cumulative Days on Market Until Sale     | 161       | 33        | - 79.5%        | 118          | 53          | - 55.1%        |
| Average List Price                       | \$137,956 | \$220,086 | + 59.5%        | \$174,286    | \$202,997   | + 16.5%        |
| Inventory of Homes for Sale              | 35        | 28        | - 20.0%        | --           | --          | --             |
| Months Supply of Inventory               | 5.4       | 2.4       | - 55.6%        | --           | --          | --             |

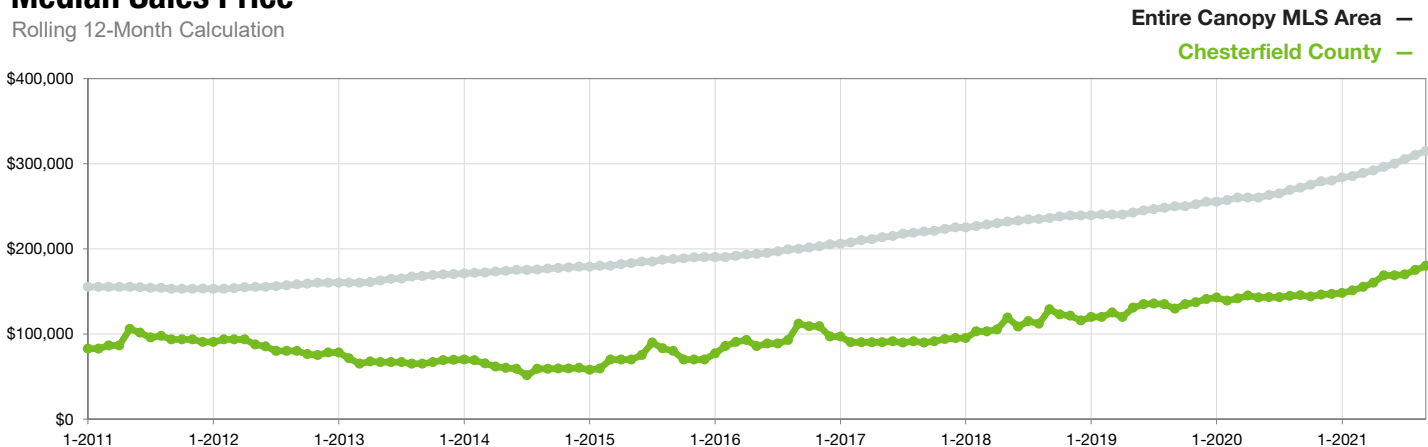
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### September



### Median Sales Price

Rolling 12-Month Calculation



# Local Market Update for September 2021

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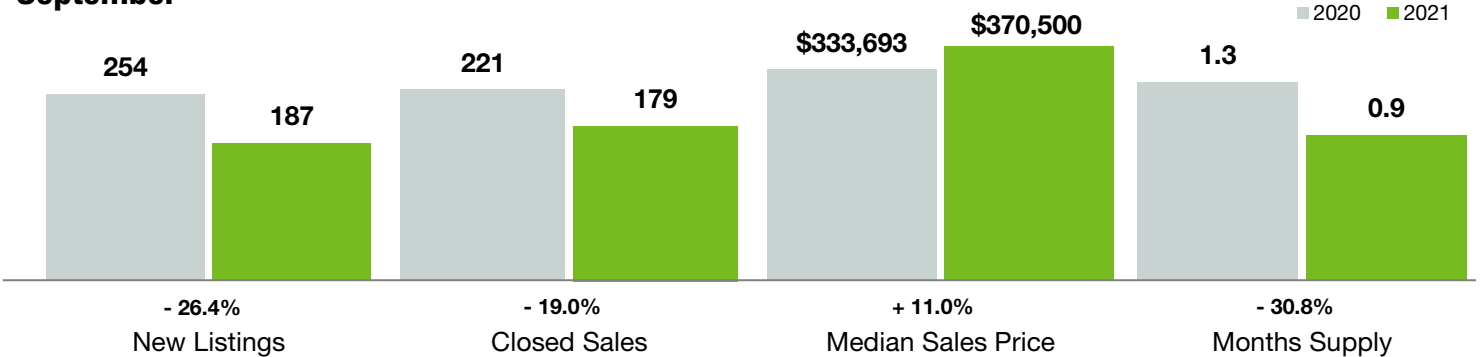
## Lancaster County

South Carolina

| Key Metrics                              | September |           |                | Year to Date |             |                |
|--|-----------|-----------|----------------|--------------|-------------|----------------|
|  | 2020      | 2021      | Percent Change | Thru 9-2020  | Thru 9-2021 | Percent Change |
| New Listings                             | 254       | 187       | - 26.4%        | 1,997        | 1,781       | - 10.8%        |
| Pending Sales                            | 242       | 169       | - 30.2%        | 1,948        | 1,633       | - 16.2%        |
| Closed Sales                             | 221       | 179       | - 19.0%        | 1,684        | 1,712       | + 1.7%         |
| Median Sales Price*                      | \$333,693 | \$370,500 | + 11.0%        | \$319,250    | \$360,000   | + 12.8%        |
| Average Sales Price*                     | \$330,042 | \$403,623 | + 22.3%        | \$324,893    | \$369,728   | + 13.8%        |
| Percent of Original List Price Received* | 98.5%     | 101.1%    | + 2.6%         | 97.7%        | 100.8%      | + 3.2%         |
| List to Close                            | 95        | 65        | - 31.6%        | 104          | 83          | - 20.2%        |
| Days on Market Until Sale                | 38        | 16        | - 57.9%        | 51           | 21          | - 58.8%        |
| Cumulative Days on Market Until Sale     | 42        | 13        | - 69.0%        | 55           | 19          | - 65.5%        |
| Average List Price                       | \$350,203 | \$430,940 | + 23.1%        | \$343,559    | \$385,664   | + 12.3%        |
| Inventory of Homes for Sale              | 252       | 168       | - 33.3%        | --           | --          | --             |
| Months Supply of Inventory               | 1.3       | 0.9       | - 30.8%        | --           | --          | --             |

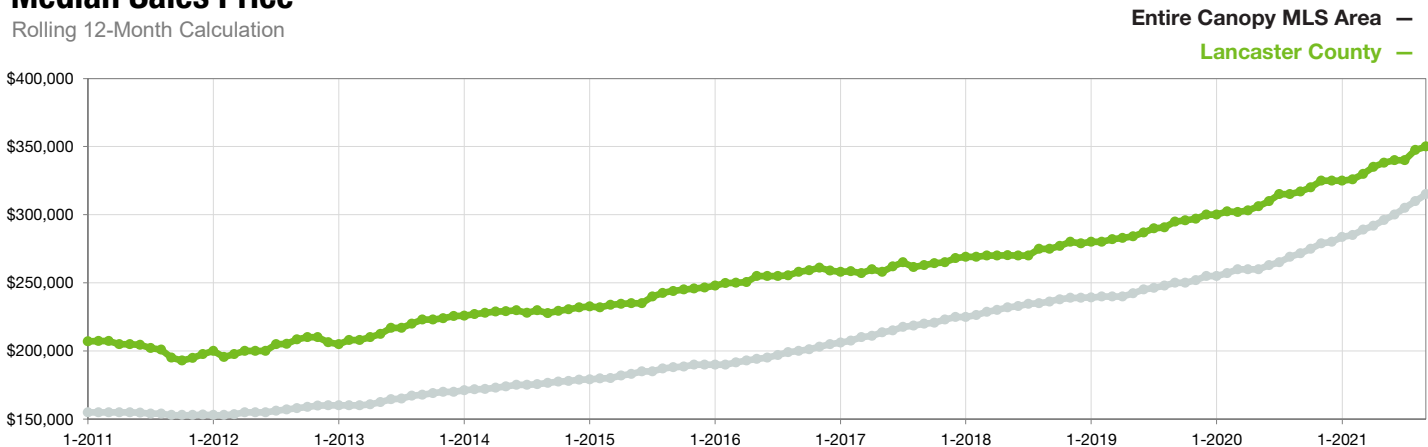
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### September



### Median Sales Price

Rolling 12-Month Calculation



# Local Market Update for September 2021

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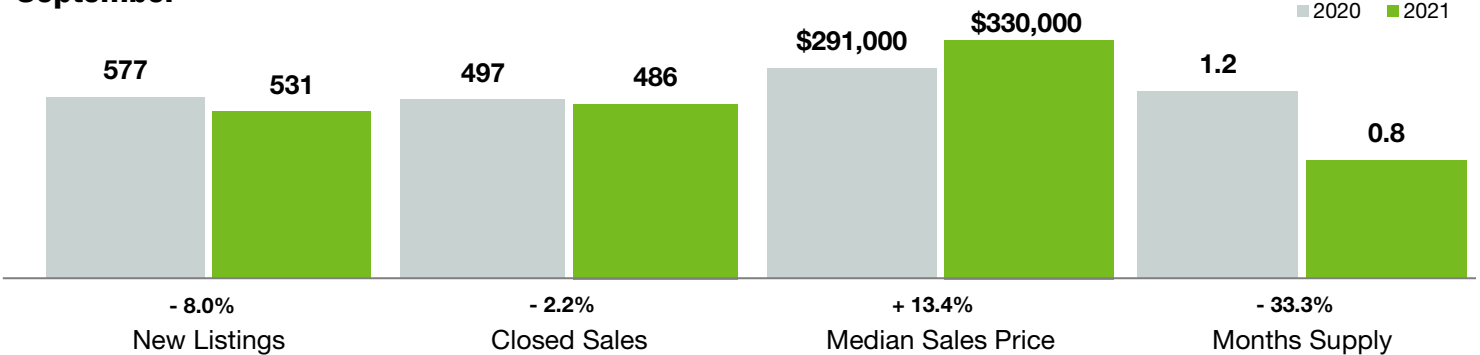
## York County

South Carolina

| Key Metrics                              | September |           |                | Year to Date |             |                |
|--|-----------|-----------|----------------|--------------|-------------|----------------|
|  | 2020      | 2021      | Percent Change | Thru 9-2020  | Thru 9-2021 | Percent Change |
| New Listings                             | 577       | 531       | - 8.0%         | 4,881        | 5,023       | + 2.9%         |
| Pending Sales                            | 547       | 492       | - 10.1%        | 4,620        | 4,688       | + 1.5%         |
| Closed Sales                             | 497       | 486       | - 2.2%         | 4,114        | 4,503       | + 9.5%         |
| Median Sales Price*                      | \$291,000 | \$330,000 | + 13.4%        | \$284,900    | \$324,900   | + 14.0%        |
| Average Sales Price*                     | \$342,732 | \$375,841 | + 9.7%         | \$317,682    | \$368,687   | + 16.1%        |
| Percent of Original List Price Received* | 99.0%     | 100.8%    | + 1.8%         | 97.9%        | 101.4%      | + 3.6%         |
| List to Close                            | 76        | 66        | - 13.2%        | 88           | 69          | - 21.6%        |
| Days on Market Until Sale                | 24        | 16        | - 33.3%        | 38           | 17          | - 55.3%        |
| Cumulative Days on Market Until Sale     | 29        | 14        | - 51.7%        | 44           | 16          | - 63.6%        |
| Average List Price                       | \$340,694 | \$396,466 | + 16.4%        | \$332,927    | \$379,464   | + 14.0%        |
| Inventory of Homes for Sale              | 574       | 381       | - 33.6%        | --           | --          | --             |
| Months Supply of Inventory               | 1.2       | 0.8       | - 33.3%        | --           | --          | --             |

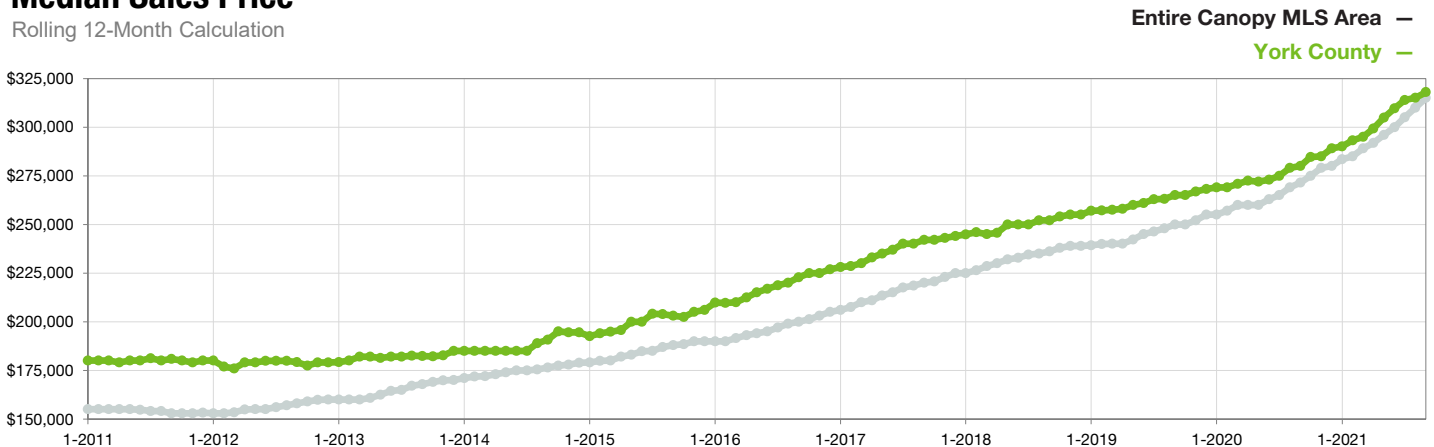
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### September



### Median Sales Price

Rolling 12-Month Calculation



# Local Market Update for September 2021

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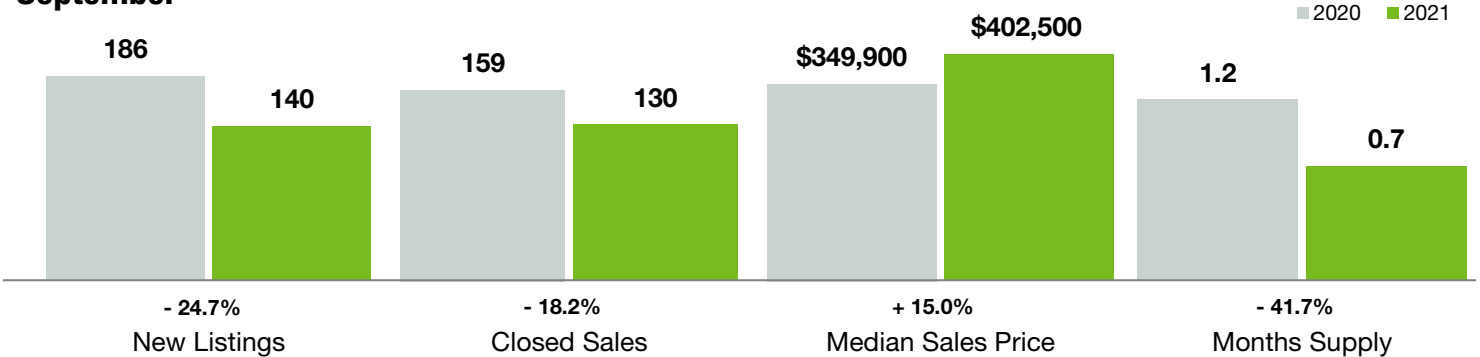
## Fort Mill

South Carolina

| Key Metrics                              | September |           |                | Year to Date |             |                |
|--|-----------|-----------|----------------|--------------|-------------|----------------|
|  | 2020      | 2021      | Percent Change | Thru 9-2020  | Thru 9-2021 | Percent Change |
| New Listings                             | 186       | 140       | - 24.7%        | 1,527        | 1,455       | - 4.7%         |
| Pending Sales                            | 176       | 125       | - 29.0%        | 1,429        | 1,366       | - 4.4%         |
| Closed Sales                             | 159       | 130       | - 18.2%        | 1,273        | 1,355       | + 6.4%         |
| Median Sales Price*                      | \$349,900 | \$402,500 | + 15.0%        | \$338,000    | \$385,000   | + 13.9%        |
| Average Sales Price*                     | \$410,694 | \$440,109 | + 7.2%         | \$377,810    | \$434,073   | + 14.9%        |
| Percent of Original List Price Received* | 98.8%     | 100.6%    | + 1.8%         | 98.3%        | 101.6%      | + 3.4%         |
| List to Close                            | 86        | 59        | - 31.4%        | 94           | 64          | - 31.9%        |
| Days on Market Until Sale                | 26        | 14        | - 46.2%        | 37           | 16          | - 56.8%        |
| Cumulative Days on Market Until Sale     | 27        | 12        | - 55.6%        | 43           | 14          | - 67.4%        |
| Average List Price                       | \$375,410 | \$470,582 | + 25.4%        | \$383,239    | \$445,425   | + 16.2%        |
| Inventory of Homes for Sale              | 170       | 107       | - 37.1%        | --           | --          | --             |
| Months Supply of Inventory               | 1.2       | 0.7       | - 41.7%        | --           | --          | --             |

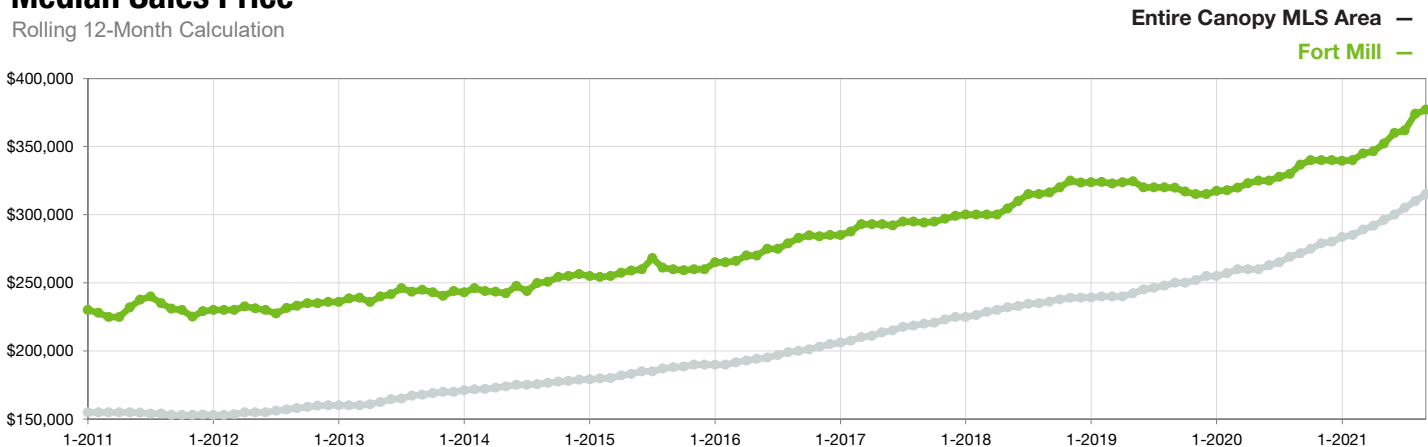
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### September



### Median Sales Price

Rolling 12-Month Calculation



# Local Market Update for September 2021

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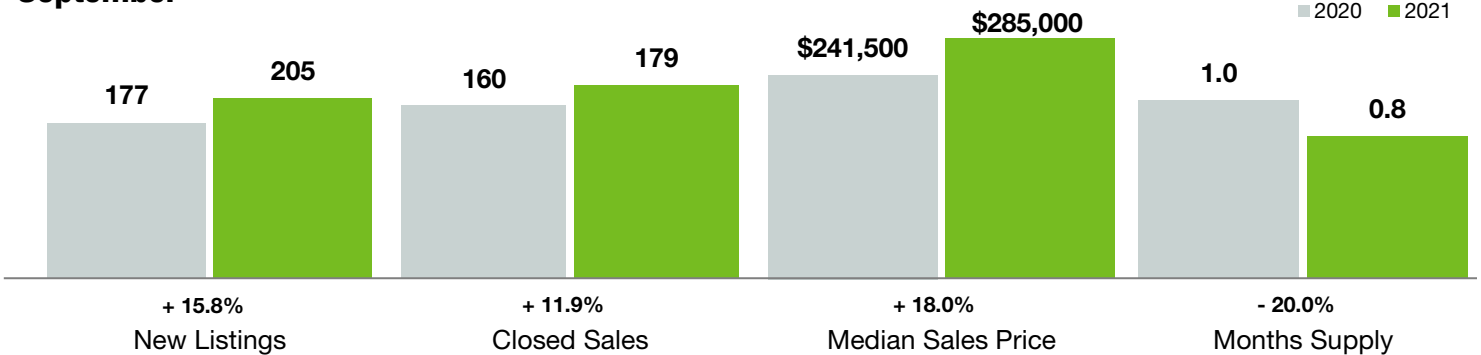
## Rock Hill

South Carolina

| Key Metrics                              | September |           |                | Year to Date |             |                |
|--|-----------|-----------|----------------|--------------|-------------|----------------|
|  | 2020      | 2021      | Percent Change | Thru 9-2020  | Thru 9-2021 | Percent Change |
| New Listings                             | 177       | 205       | + 15.8%        | 1,544        | 1,722       | + 11.5%        |
| Pending Sales                            | 176       | 176       | 0.0%           | 1,493        | 1,595       | + 6.8%         |
| Closed Sales                             | 160       | 179       | + 11.9%        | 1,386        | 1,537       | + 10.9%        |
| Median Sales Price*                      | \$241,500 | \$285,000 | + 18.0%        | \$232,729    | \$265,800   | + 14.2%        |
| Average Sales Price*                     | \$258,740 | \$297,893 | + 15.1%        | \$248,068    | \$286,425   | + 15.5%        |
| Percent of Original List Price Received* | 98.9%     | 101.3%    | + 2.4%         | 98.0%        | 101.7%      | + 3.8%         |
| List to Close                            | 62        | 59        | - 4.8%         | 77           | 58          | - 24.7%        |
| Days on Market Until Sale                | 21        | 16        | - 23.8%        | 30           | 15          | - 50.0%        |
| Cumulative Days on Market Until Sale     | 23        | 10        | - 56.5%        | 35           | 13          | - 62.9%        |
| Average List Price                       | \$265,152 | \$311,141 | + 17.3%        | \$254,011    | \$293,632   | + 15.6%        |
| Inventory of Homes for Sale              | 156       | 134       | - 14.1%        | --           | --          | --             |
| Months Supply of Inventory               | 1.0       | 0.8       | - 20.0%        | --           | --          | --             |

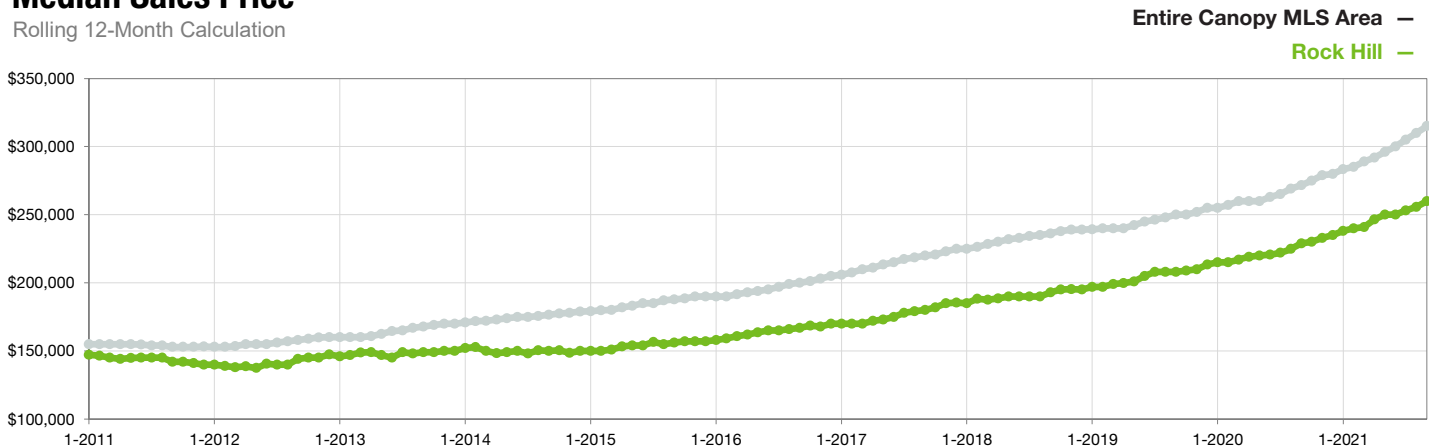
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### September



### Median Sales Price

Rolling 12-Month Calculation



# Local Market Update for September 2021

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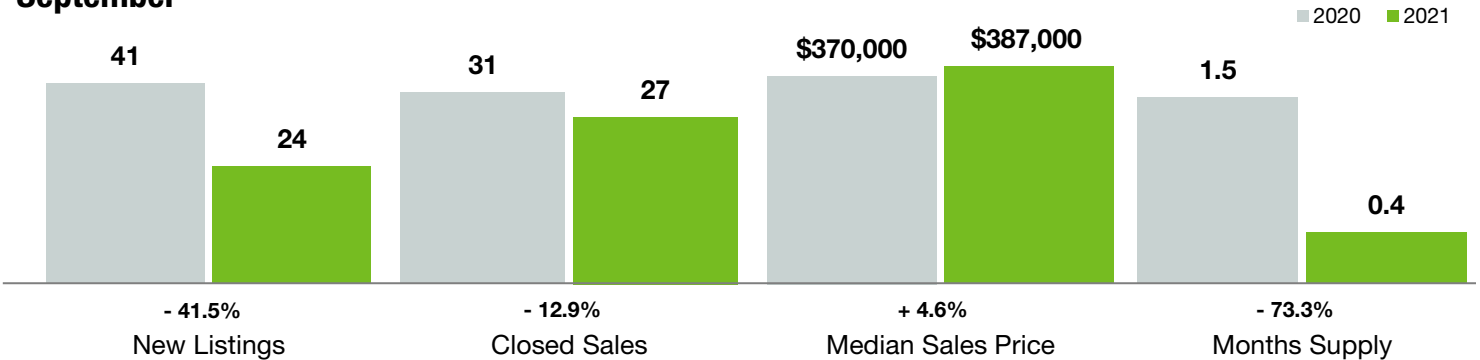
## Tega Cay

South Carolina

| Key Metrics                              | September |           |                | Year to Date |             |                |
|--|-----------|-----------|----------------|--------------|-------------|----------------|
|  | 2020      | 2021      | Percent Change | Thru 9-2020  | Thru 9-2021 | Percent Change |
| New Listings                             | 41        | 24        | - 41.5%        | 364          | 378         | + 3.8%         |
| Pending Sales                            | 39        | 31        | - 20.5%        | 321          | 361         | + 12.5%        |
| Closed Sales                             | 31        | 27        | - 12.9%        | 267          | 327         | + 22.5%        |
| Median Sales Price*                      | \$370,000 | \$387,000 | + 4.6%         | \$375,500    | \$395,000   | + 5.2%         |
| Average Sales Price*                     | \$370,105 | \$448,651 | + 21.2%        | \$390,154    | \$448,998   | + 15.1%        |
| Percent of Original List Price Received* | 98.3%     | 100.5%    | + 2.2%         | 97.6%        | 102.0%      | + 4.5%         |
| List to Close                            | 67        | 46        | - 31.3%        | 85           | 82          | - 3.5%         |
| Days on Market Until Sale                | 26        | 12        | - 53.8%        | 42           | 12          | - 71.4%        |
| Cumulative Days on Market Until Sale     | 59        | 11        | - 81.4%        | 54           | 21          | - 61.1%        |
| Average List Price                       | \$434,533 | \$405,184 | - 6.8%         | \$423,486    | \$449,228   | + 6.1%         |
| Inventory of Homes for Sale              | 49        | 16        | - 67.3%        | --           | --          | --             |
| Months Supply of Inventory               | 1.5       | 0.4       | - 73.3%        | --           | --          | --             |

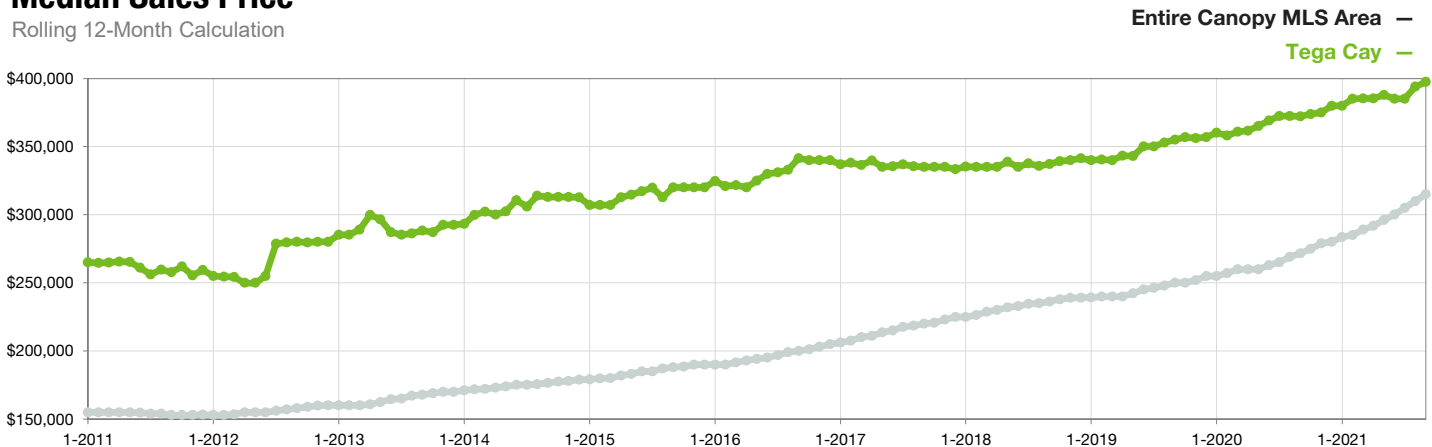
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### September



### Median Sales Price

Rolling 12-Month Calculation



# Local Market Update for September 2021

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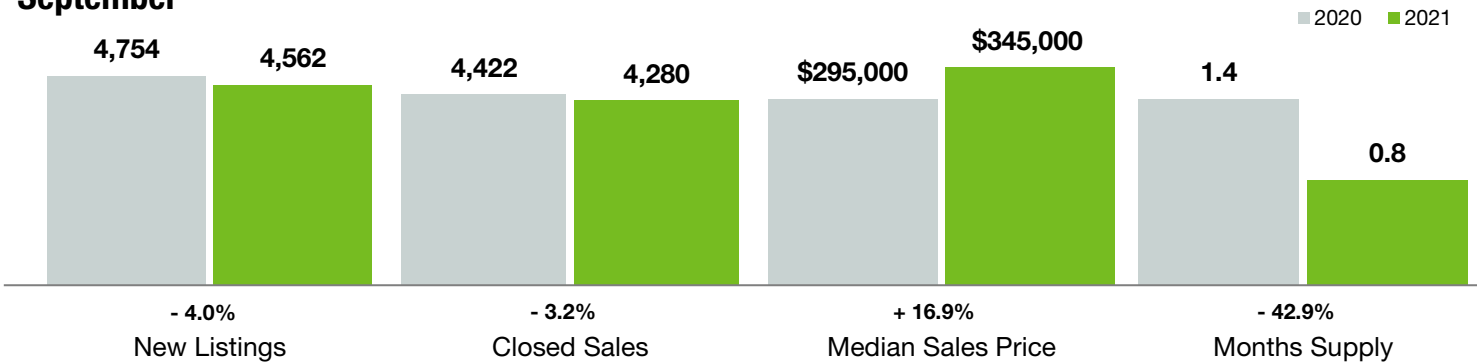
## Charlotte MSA

Includes Cabarrus, Gaston, Iredell, Lincoln, Mecklenburg, Rowan and Union Counties in North Carolina and Chester, Lancaster and York Counties in South Carolina

| Key Metrics                              | September |           |                | Year to Date |             |                |
|--|-----------|-----------|----------------|--------------|-------------|----------------|
|  | 2020      | 2021      | Percent Change | Thru 9-2020  | Thru 9-2021 | Percent Change |
| New Listings                             | 4,754     | 4,562     | - 4.0%         | 40,661       | 42,132      | + 3.6%         |
| Pending Sales                            | 4,343     | 4,362     | + 0.4%         | 37,336       | 39,204      | + 5.0%         |
| Closed Sales                             | 4,422     | 4,280     | - 3.2%         | 33,870       | 37,075      | + 9.5%         |
| Median Sales Price*                      | \$295,000 | \$345,000 | + 16.9%        | \$284,000    | \$329,000   | + 15.8%        |
| Average Sales Price*                     | \$353,641 | \$397,536 | + 12.4%        | \$335,444    | \$391,665   | + 16.8%        |
| Percent of Original List Price Received* | 98.7%     | 101.2%    | + 2.5%         | 97.9%        | 101.2%      | + 3.4%         |
| List to Close                            | 82        | 69        | - 15.9%        | 90           | 73          | - 18.9%        |
| Days on Market Until Sale                | 28        | 16        | - 42.9%        | 37           | 18          | - 51.4%        |
| Cumulative Days on Market Until Sale     | 32        | 15        | - 53.1%        | 42           | 19          | - 54.8%        |
| Average List Price                       | \$365,743 | \$414,794 | + 13.4%        | \$362,113    | \$406,520   | + 12.3%        |
| Inventory of Homes for Sale              | 5,308     | 3,231     | - 39.1%        | --           | --          | --             |
| Months Supply of Inventory               | 1.4       | 0.8       | - 42.9%        | --           | --          | --             |

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### September



### Median Sales Price

Rolling 12-Month Calculation

